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Master Negative Storage Number

PSt SNPaAg157

CONTENTS OF REEL 157

- 1) The Tobacco world, v. 24, no. 1-26
January 6, 1904 – June 29, 1904
MNS# PSt SNP aAg157.1**

Title: The Tobacco world, v. 24, no. 1-26

Place of Publication: Philadelphia, Pa.

Copyright Date: January 6, 1904 – June 29, 1904

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 U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
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 245 14 The Tobacco world
 260 Philadelphia, [Pa. \$bs.n.]
 300 v. \$bill. \$c38 cm.
 310 Monthly \$bApr. 1936-
 321 Weekly \$b<1902>-1909
 321 Semimonthly \$bJan. 1910-Mar. 15, 1936
 500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
 500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
 500 Some combined issues
 500 "Devoted to the interests of importers, packers, leaf dealers, tobacco
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 500 Occasional missing and mutilated pages
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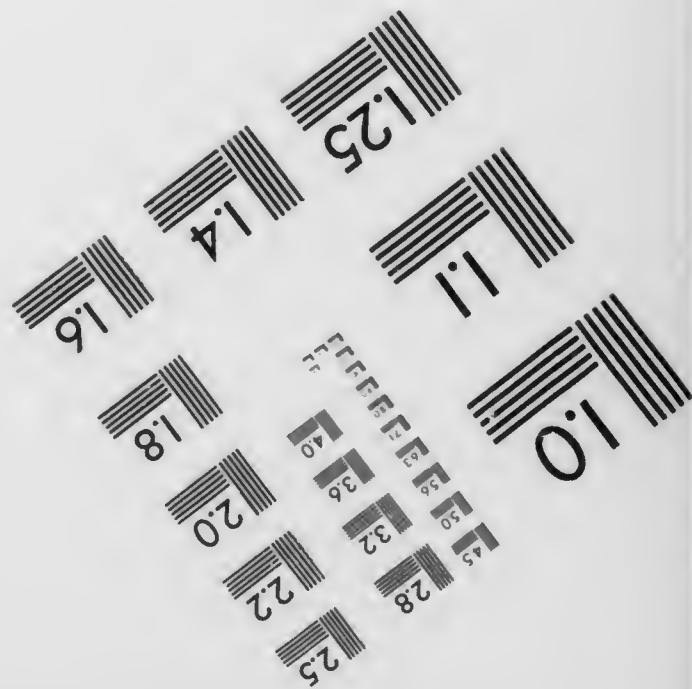
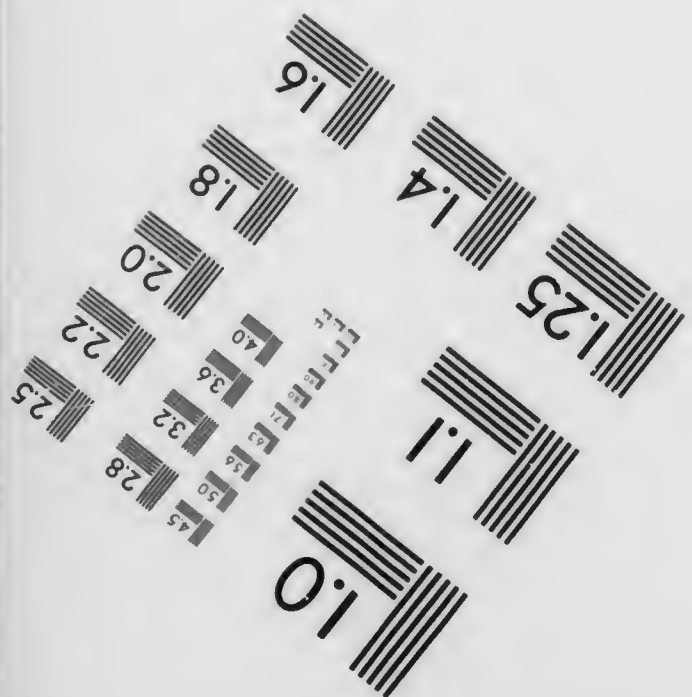
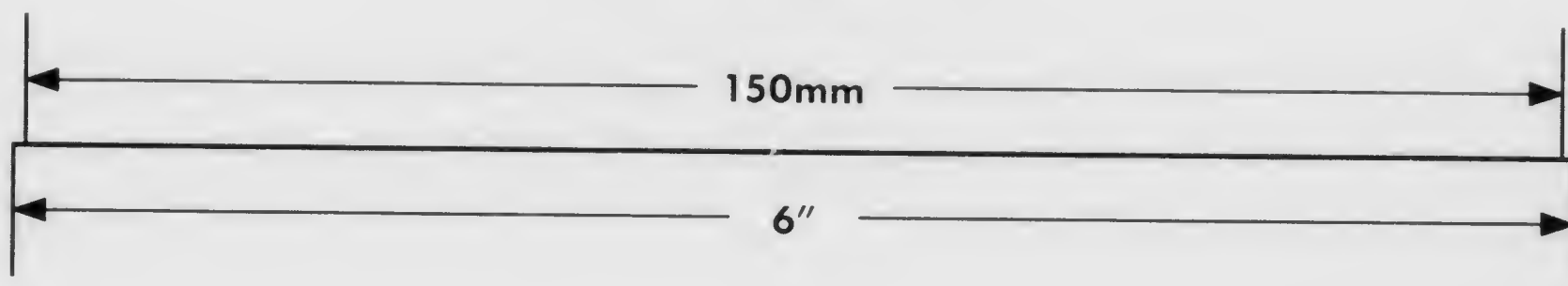
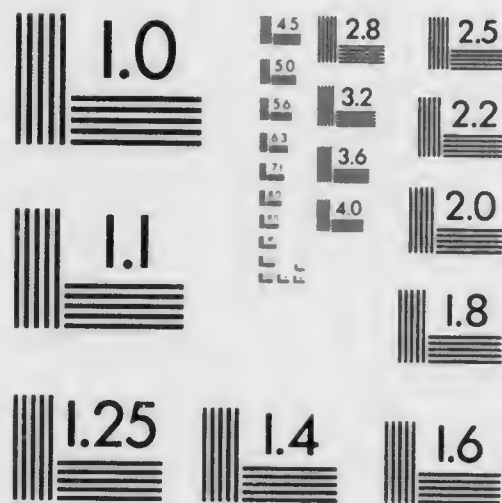
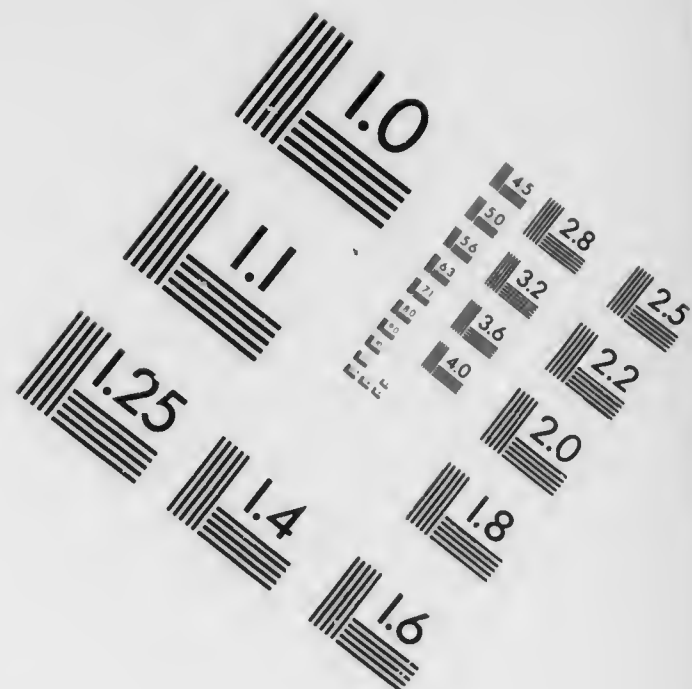
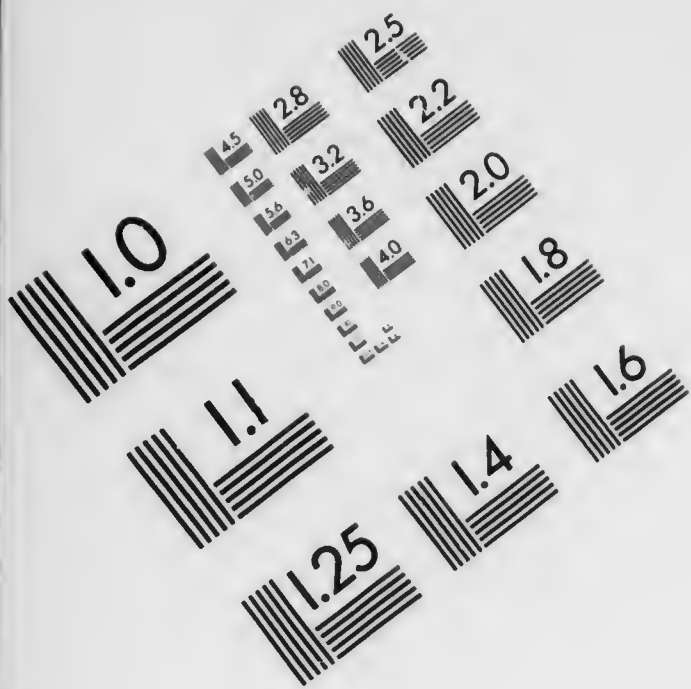
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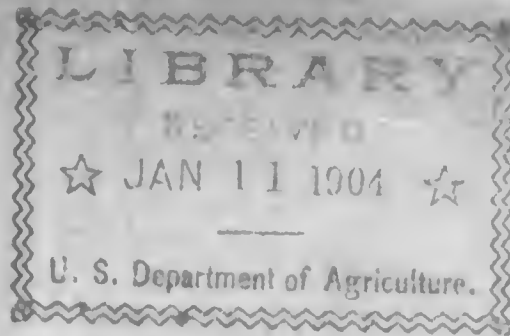
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Volume 24

no. 1-26

January 6, 1904 –

June 29, 1904



THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 1

PHILADELPHIA, JANUARY 6, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.



Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.

Cigar Manufacturers,
214 South Fifth St.

Philadelphia



"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory

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41 N. 11th Street, PHILADELPHIA.



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MANETO

114 N. 7th St. *Gumpert Bros.*
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E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.

Manufacturer of High Grade
**Seed and Havana
CIGARS**

Correspondence solicited with
the Wholesale and Jobbing Trade.



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Manufacturers of

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CIGARS

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— THE TOBACCO WORLD —

E. Rosenwald & Bro.

Packers, Importers
and
Exporters
of

TOBACCOS

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Water Street,
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For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —

Established 1881

Incorporated 1902



Published Every Wednesday

BY THE
TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia.

JAY Y. KROUT, H. C. McMANUS,
Pres'd't and Gen'l Manager. Sect'y and Treas.

Entered at the Post Office at Philadelphia, Pa.,
as second class matter.

NEW YORK OFFICE:

A Special News Department is maintained in New York City, which is recognized as the largest news centre in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

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The Printing, Mailing, Subscription and Advertising Departments are located in Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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GIVE THE BABY A NAME.



Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Cigar Store Bucket Shops.

ALTHOUGH the attempt to establish stock-speculating agencies in Philadelphia cigar stores does not seem to have met with much success, it will be well for keepers of such stores in this city and elsewhere to be on their guard against being drawn into schemes of the kind which might result in serious trouble to them.

The arguments put forth in the booklets issued in the interests of the enterprise are not such as would favorably influence a man with any practical business or financial experience, but to an inexperienced individual they might appear plausible. Take the following extract for instance.

The — Stock Company is an incorporated company with a capital of \$250,000.00, owning valuable property and rights. Its stock is regularly dealt in on the various exchanges of the country, and like all securities the value of its stock varies; some days it advances and other days it declines. It is by these differences that money is made by dealing in the stock.

The booklet doesn't tell under the laws of what state the company is incorporated. Neither does it tell who are the officers, nor what are the "valuable property and rights." Its assertion that the stock is regularly dealt in on the various exchanges of the country is not borne out by reference to the market reports of the New York Journal of Commerce and Commercial Bulletin, the leading purely business publication of the country. No explanation of how investors can be guided in deciding whether to buy or sell is afforded, guessing pure and simple being their only course as far as information afforded is concerned. The natural inference from the statement "It is by these differences that money is made by dealing in the stock" is that "it is by these differences that money is lost by dealing in the stock," but the latter is left for deduction by the possible investor.

Below is another extract from the booklet:

You can buy — stock on a margin of 25 cents a share and if the price advances you make money on your contract.

You can sell — stock on a margin of 25 cents a share and if the price declines you make money on your contract.

The stock can only go two ways—up or down; if it goes contrary to your ideas your only loss can be the margin of 25 cents a share, while if the price of the stock goes the way you anticipate, your profit at times will be several times the amount of your investment.

That is financial wisdom for fair! If you win you win and if you lose you lose! You can't lose any more than you invest!

Under the caption "It is the Stock for the Masses," the booklet also contains the following:

To a great extent the opportunity of dealing in stocks has been the Millionaire's privilege, because of the large amount of money necessary

Established 1880.

for the business. By the introduction of — stock on its liberal margin basis every one may have the privilege of trading in the market, because you can deal in one or a thousand shares on a margin of 25 cents a share; and remember your loss cannot exceed the amount of your margin, while your gains may be many times the amount of your deposit. The price of the stock can only go two ways; up or down; and you have the privilege of buying or selling it as your judgment suggests.

Until better arguments are advanced to influence investors and until more definite information is provided to make them feel that they are dealing with a responsible company, and to guide them in deciding whether to buy or sell, there is little prospect that any cigar dealer who accepts an "agency" will make a fortune by lending his aid to the enterprise.

Standards of Cigar Quality.

FEARS that the reduction of duty provided for in the Cuban Reciprocity treaty is an opening wedge for absolute free trade certainly appear to have no good foundation in fact. No manufacturer—excepting those who never use any Havana tobacco and to whom the existence or non existence of a duty is of no consequence whatever—wants to see such a letting down of the tariff bars that neither the retailer nor the consumer will have any means of being sure that he is receiving cigars of the quality for which he pays.



Now any tobaccos or cigars brought from Cuba may be confidently relied upon as being Cuban products, but, with free trade established, as much or more United States tobacco would go to Cuba as is now brought here from there. Then the world would be left without a standard of quality. Cigars made of almost anything would be represented as pure Havana. Those manufacturers who told the truth in this respect wouldn't be believed any more than those who didn't tell the truth.


The lack of positive knowledge in regard to tobacco leaf is so great that to convince their patrons that their cigars are what they really are is one of the greatest difficulties with which the makers of clear Havana cigars in this country have to contend. The uncertainty of individual tastes is something about which any man who has sold cigars over a counter doesn't need to be told anything. What one customer likes one week he will have no use for the next. Two men may be devoted to one brand for months and both may suddenly abandon it and each pin his faith to one of two other brands. To know what to keep in stock is a constant problem for the retailer. Cigars of any low-priced domestic brand which has been made widely known by advertising he feels safe in buying as at any time he can find a market for them among other dealers, in case his individual customers do not care for them. He is equally safe from any great loss if he puts in stock any of

(Concluded on page 6.)

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.

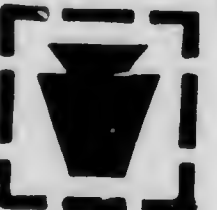

Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

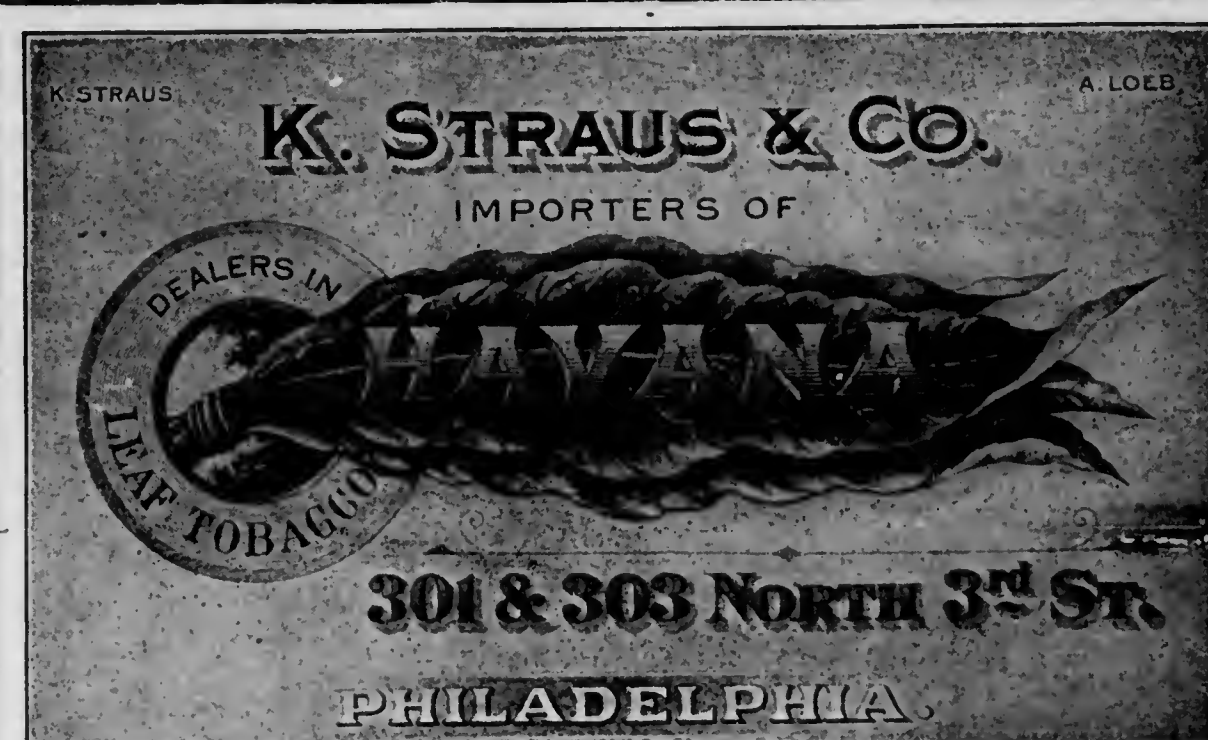
JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Importers of Havana and Sumatra
Packers of Seed Leaf
Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA
III Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
ALL KINDS OF
Leaf Tobacco SEED LEAF, HAVANA and SUMATRA Tobacco
Co., Ltd. 118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf. 




BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

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Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Advice to Clerks.

How to hold a position? Do just as little work as you possibly can; take no interest in the business; curse the injustice of your employer when you see younger men advanced over your head. By following these rules you may hold a position for life, and at the end of five or ten years the salary paid you and the responsibility placed upon you will not be any greater than when you started.

But by holding a position we mean something broader and better than this, says a well-known authority on the employment problem. We mean constantly increasing your employer's satisfaction by steadily developing higher ability and surely advancing to larger salary and greater responsibility.

What I am talking about is then really success in business, and this, like success of any kind, is "untaught and unteachable." There are, however, certain valuable hints to be gained by studying the careers of men who have succeeded. Although the paths by which these men have won success are widely different, there are certain features which stand out prominently in all of them. These I believe to be the essentials of business success—promptness, courtesy, loyalty, hard work.

Promptness is the keynote in this age of hustle. Opportunity waits for nobody, and the man who is always a little behind time is playing a losing game. "Always there with the goods" is one of the highest tributes that can be paid a modern business man. "Having the goods" is the first consideration, but this will avail little if you are not always there with them when wanted.

In this connection I heard a good story of Philip D. Armour and a young man who had just begun work for him. When on the first morning the young man reached the office at 9 o'clock, he found his employer already there at work. The next morning at 8.30, and the following morning at 8 o'clock it was the same. At last, determined for once to be there first, the new clerk was on hand at 7 o'clock. When he walked into the office Mr. Armour looked up from his desk and grimly inquired: "Young man, where do you spend your forenoons?"

Business hours are not usually so long as Mr. Armour made them, but whatever they are they should be rigidly observed. Five or ten minutes in the morning, trivial as it may be itself, is a pretty sure indication of the degree of promptness you will show in more important matters.

Being One's Self.

We are constantly on the alert for "Original Thought"—"Bright Ideas"—new ways of doing things. In the search we forget "ourselves." Everyone has in his makeup a spark of originality—molded after the parent ideas of things in general, and infinitely better adapted to his needs than any copied thought. Just a little deep thinking and persistent cultivation will bring it to a full glow.

"Know yourself"—That should be a prompter to every merchant. We need to be ourselves in business. It is the key to the kind of success that makes one happy, and nothing short of that will ever repay for modern energy and hustle.

Did you ever see two persons do a thing exactly alike? The accomplished results may be perfect and quite alike, but the difference in the doing is an original characteristic. It is well worth any one's study—not to pattern after, but to stimulate one's way of doing things. It helps you weed out the weak points in your peculiarities, and gives self-confidence—"A virtue found only in men of sterling worth."

If you have your way of thinking out a business proposition—just stay right with it—take advice—cultivate an absorbing disposition, but let it only serve as helpful to your own way of thinking. Many a man has made his mark in business by grasping the importance of regard for what some call his peculiarities. Strive to excel in your line—your way! Do it with the ease and grace that comes with practice.

Success is more often the result of knowing yourself and following wisely the dictates of your better characteristics than the enjoyment of accumulations brought together in ways foreign to your own.

W. E. REPASS.

Inside Advertising.

One of the special features of department store advertising is the attention that is given to "inside advertising." By that is meant the announcements made all over the stores, of bargains, on neatly written showcards. The larger stores employ expert sign writers to do this work, and these men much more than earn their wages.

What is good for a department store is good for a one line store—good for a cigar store, for instance. A miserably printed card, lettered on a piece of brown paper, gives the impression that the proprietor of the store is a cheap, measly-

spirited, stingy man. A well-lettered sign, on good white or colored card-board, gives exactly the opposite impression. Such signs are much more easily prepared than is generally supposed. It is possible to secure books at a small price, or instructions in sign writing, that will teach either you or your clerk to print readable and attractive cards. The practice required to become fairly proficient is not great. Two or three evenings devoted to it will show an immense improvement. Well-printed show cards are the next thing to newspaper advertising for increasing business, and, unlike newspaper advertising, they are cheap enough for the smallest retail business to make use of.

New Gift Scheme.

A solicitor visited Erie last week with another scheme of profit to himself at the expense of the retail merchants. He represented a piano factory which was giving away a high-grade instrument to the organization receiving the largest number of votes. Ballots were to be distributed among a selected list of merchants, who gave one with each 25 cent purchase. The merchant received these ballots free of cost, but paid the solicitor two dollars per week for sixteen weeks for "advertising." The solicitor proposed to take the merchant's note for \$32, discounting the same for \$30. This scheme, with 40 subscribers on the book, would give him \$1,200, leaving him a splendid profit after paying the expense of advertising, ballots, etc.

Retailers in Grand Rapids.

In Grand Rapids, Mich., the Retail Cigar Dealers' Association is uncertain concerning its future course. Says the "Post" of that city:

"For some time many of the members have been in favor of withdrawing from the national association and forming a purely local association, retaining the members of the present association. It has been decided, however, to take no regular action in that regard until the meeting of the board of directors of the national association, to be held in Chicago January 12. When the association was first formed meetings were held twice a month for about three months, and the battle was waged warmly for some time.

It was because of the trust buying up many of the leading stands in the city and Western Michigan and as a measure to fight them in anticipation of further

inroads in the field. The trust, however, did not make further purchases here nor resort to extreme price cutting methods, so the association had no real fight on its hands and the interest died out somewhat. Many dealers think the trust's further activity was stifled by the organization of the association, and all are firm in the belief that much good was done by the organization. For some time now no extreme measures have been resorted to, and many pledged members of the association have been selling trust-made goods when they were called for, but have kept them from their displays, only bringing them out when they were called for, and then endeavoring to sell the independent goods whenever possible."

Catch-Phrases for Cards.

Perfectly made.
Stand time's test.
The top in quality.
Always first grade.
None better known.
Backed by a guarantee.
A store for excellence.
We ask your judgment.
You'll like our methods.
Where excellence counts.
The best of the market.
The goods we guarantee.
At all times a complete line.
We buy what is worth selling.
Goods that argue their own cause.

Publicity Pays.

Methods Used by Merchants in Different Sections of the Country to Keep Their Names Before the Public.

A "Surprise Sale" was recently held at McWhir's store, at Fall River, Mass. Presents were given away in boxes to all persons making purchases to the amount of \$1 or over, the condition being that the receiver must take the first box he touched.

Ed. Kiam, Houston, Tex., offers \$25 for a catch-phrase that can be used in his store ads. winter and summer—one "that will become a household expression, synonymous with Kiam's store." A list of the phrases sent in will be published, and any person selecting the one that is chosen for permanent use will receive an order for one dollar's worth of goods. Mr. Kiam's offer differs from that made by Brill Bros., New York, as a contestant is restricted to only one phrase.

Did He Get It On Christmas?

Wife—Have you read the "Cabbage Patch?"
Husband—No; but I've smoked it.

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara
Manrique 199,
HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.

STANDARDS OF CIGAR QUALITY. (Continued from page 3.)

The standard Key West or Havana brands, for these have an established value in the market at all times.

If there were no such standards, buying by retailers would be attended with much greater caution than it is now. Now a dealer knows that no matter how many Cincos, or Saborosos, or Vespers, or Manetos, or Alan Dales, or Tahomas or Philadelphias he puts in stock they are practically the equivalent of so much money. In Philadelphia and elsewhere these cigars are known to conform to a certain high standard. Really the only practical test of a domestic cigar is in comparing it with one that has been imported. The standard Philadelphia cigars named above certainly deserve the recognition which is given them. A few puffs of smoke taken from any one of these cigars, preceded and followed by a few whiffs from an imported cigar, will convince any smoker whose taste is worth catering to that Havana tobacco enters largely into its make-up. The imported cigar teaches him: how Havana tobacco tastes and he discovers the same flavor in the high-grade although low-priced domestic cigar. Some standard is necessary in the cigar trade of the world and there is little danger that the present standard—the cigar made in Havana

from Havana tobacco—will ever be deprived of the protection which it now has or of protection of some kind which will unquestionably be adequate.

Trade-Mark Register.

RAVEN RUSH. 14,289
For cigars. Registered December 23, 1903, at 9 a. m., by B. F. Abel, Hellam, Pa.

GOOD GOVERNMENT. 14,290
For cigars. Registered December 28, 1903, at 9 a. m., by R. E. Reiber, Newmanstown, Pa.

JUSTICE STORY. 14,291
For cigars and cheroots. Registered December 30, 1903, at 4 p. m., by Joseph Weinreich, Dayton, O.

THE ALL COMPLETE. 14,292
For cigars, cigarettes, cheroots, stogies and tobacco. Registered December 30, 1903, at 4 p. m., by E. T. Jones, Reading, Pa.

WM. L. MATHUES. 14,293
For cigars. Registered December 31, 1903, at 9 a. m., by Kelly & McNamee, Clifton Heights, Pa.

DOYLE'S KOKE KING STOGIES. 14,294
For stogies. Registered January 2, 1904, at 9 a. m., by J. H. Doyle, Connellsville, Pa.

COUNTRY LAD. 14,295
For chewing and smoking tobacco. Registered January 2, 1904, at 9 a. m., by C. W. Potteiger, Reading, Pa.

HAVANA MIXED. 14,296
For chewing and smoking tobacco. Registered January 2, 1904, at 9 a. m., by W. M. Applegate, Bethlehem, Pa. (Used for 18 years.)

LA MINIECE. 14,297
For cigars, cigarettes, cheroots, stogies and tobacco. Registered January 4, 1904, at 9 a. m., by Louis M. H. Goldsmith, New York city.

MORTIMER CLUB. 14,298
For cigars, cigarettes, cheroots, stogies and tobacco. Registered January 4, 1904, at 9 a. m., by Louis M. H. Goldsmith, New York city.

REJECTIONS.
Our Choice, La Conversation, Q. T., Cyclone, Red Raven, Prairie Dog.

CURRENT REGISTRATIONS.
Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Romo, Red and Green, Green & Red, Amberita, Benduro, Bon Mot, Caronal, Ulysses, Duke of Normandy, Kingdom Come, Lewis Woodbury, Depew Social, No Dispute, Beyond Dispute, Cuban Segundos, Spanish Segundos, Mexican Segundos, Mary Lamb, Jamestown's New Post Office, Billy Bounce, Emma Lou, Security Bond, Fan-Rosa, Grand Rambler, Fan-Rose, Fan-Ros, Spanish Merchant, Percival, O. C. D., Flor de Shenberg, Turkistan, Turkish Leaf, California Jewels, Carolina Jewels, Colorado Jewels, Connecticut Jewels, Dakota Jewels, Del-

aware Jewels, Florida Jewels, Illinois Jewels, Indiana Jewels, Kansas Jewels, Iowa Jewels, Kentucky Jewels, Maryland Jewels, Massachusetts Jewels, Go-It, Michigan Jewels, Missouri Jewels, Minnesota Jewels, Montana Jewels, Nebraska Jewels, New York Jewels, Ohio Jewels, Pennsylvania Jewels, Virginia Jewels, Rhode Island Jewels, Vermont Jewels, Texas Jewels, Wisconsin Jewels, Rembert, Samelson's Clock, Acompano, Tisagood, Jack Fisk, La Cenora, Moab, First American, Michigan Indian, Red Feather, Ali Baba, (John Alden, "He Speaks for Himself") Traders Club, Daily Service, Flawless, Flor de Juanes, Judge Wise, Prof. Wise, Doctor Wells, College Ribbon, Dona Baco, Farmer Kid, Rural Rogue, Country Kid, The Times Union.

Losses by Fire.
The tobacco factory of Traylor & Spencer, plug manufacturers, in Danville, Va., was totally consumed by fire on January 4th. The loss is estimated at \$50,000, fully covered by insurance.
Fire at Wilsonon, N. C., on January 3d caused a loss of \$125,000. The buildings destroyed were: the Cooper-Watson tobacco warehouse, the Centre Warehouse, Woodward & Jones' tobacco warehouse, a grocery store, two livery stables, and some half a dozen smaller buildings.

Hipple Brothers

IMPORTERS OF

SUMATRA and HAVANA
TOBACCOS

and PACKERS of

Leaf Tobaccos

No. 231 Arch Street,
PHILADELPHIA

Announce that they now have in stock the largest and most complete line of

Fine Cigar Leaf Tobacco

that they have ever offered, in both the wholesale and retail departments, and wish the entire trade to inspect their goods before making selections anywhere.

GOODS SOLD IN ANY QUANTITY.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



PACKING HOUSES:
Janesville,
Milton,
Albany, Wis.

Reading, Pa.

LOUIS BYTHINER & CO. J. PRINCE
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Est. blished 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

HIGH CHRISTMAS TEMPERATURE IN HAVANA.

Eighty-two Degrees There Registered by the Mercury—Recent Unfavorable Weather
Conditions Followed by Much Better.

HAVANA, December 28, 1903.

As usual, towards the end of the year, the market has been very quiet indeed and the transactions reported indicate that some disturbing influences must have been at work to create such a dull market. The recurring holidays at this period of the year are principally to blame, as no new buyers have arrived this week, and the exodus during the previous one has left only three buyers in town. As two of these will leave tomorrow the outlook for the coming week is still worse, provided no forerunners of the coming and predicted invasion of buyers for January should make their appearance.

The holders of tobacco feel confident that their stocks will be wanted ere long, and that prices will remain at the present level or possibly advance for some grades, such as first and second capaduras of Remedios of the 1903 crop. Some of the northern buyers have already purchased of these two classes, and if their judgment should prove correct and be followed by the late comers, the chances are surely in favor of a further rise in prices, as the available quantity is very limited, if compared with the productions of previous years. The American dealers here still have fair stocks of the 1901 and 1902 crops of Remedios, while the Spanish almacenistas are virtually bare of this class of goods, excepting four or five houses. While the stocks of Vuelta Abajo and Partido, factory vegas, as well as heavier quality styles are not abundant, there are enough vegas on hand to satisfy a moderate demand for some time to come. Strange as it may appear, in times of scarcity of an article, goods seem to turn up from some quarters that nobody suspected, and this evidently is the case with tobacco in the island of Cuba, therefore intending buyers ought not to trust too implicitly in the assertions of interested parties that there are no good tobaccos left in the city of Havana.

The sales amounted to 2350 bales in all—900 of Vuelta Abajo, 100 of Partido and 1350 bales of Remedios. The United States buyers provided themselves with 1400; for Europe 600 were purchased and local manufacturers took 350 bales for their needs.

THE 1904 CROP.

The reports from the Vuelta Abajo are very far from being favorable, as the continued dry weather proves very

injurious to the later planted fields, and unless some good rain storms should change the present outlook the expected big yield is more than problematical. The plants set out early are partly cut and another portion will be harvested in January, but this is only the smaller part, as the bulk of the crop has been retarded in its growth for want of rain. Besides, the abnormally cool weather in November and early in this month did more harm than good, particularly when followed by an abnormally hot wave near Christmas, when the thermometer marked 82 degrees in the shade in the city of Havana upon Christmas day. The prospects in the Partido section continue good, thanks to the general method of irrigation, and very likely a large crop with sufficient wrappers may be counted upon. News from the Remedios section is still unfavorable, as rains are badly needed in Santa Clara province. The city of Havana had some light rains upon Saturday and Sunday last, but it is not known yet how far the rain has penetrated into the interior.

Buyers that have gone or are going to-morrow are: S. Ruppel for New York, P. L. Levenson for London, John Hart for St. Paul, Minn., via California.

HAVANA CIGAR MANUFACTURERS.

Havana cigar manufacturers are tolerably busy, owing chiefly to an increased demand for the London market. There is also somewhat more call on the part of the American Importers, but the reciprocity treaty can hardly be the cause of this, excepting in so far as many orders had been held back and are now being executed. The South American markets are sending good sized orders.

H. Upmann & Co. have been rushed with orders to such an extent that they had to work last Sunday and perhaps may be compelled to start the New Year with keeping their factory open. The cigarmakers here as a rule are only too glad to have work and do not object to Sunday or New Year's Day work, as this enables the saving ones amongst them to tide over more successfully the dull period of the year, when work is slack and there are more holidays than they care for.

Behrens & Co., of the Sol factory, are getting many repeat orders from Germany. They have also large calls from London and South American Republics, and as the latter principally use dark colors they are enabled to fill their orders

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



The
Celebrated

Cigar
Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



**SOL and
LUIS MARX**



Consulado 91, **HAVANA.**

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, **Habana, Cuba**
O'Reilly 50, P. O. Box 493,

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, **HAVANA, CUBA.**
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, **HAVANA**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
Cable: "Donalles,"
San Miguel 100, **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

NARCISO GONZALEZ. VERNANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

P. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Habana
Cable: ONILFVA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. **Havana, Cuba.**

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. **NEW YORK**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

.....READY FOR THE MARKET.....
Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited.
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type
With Each Machine
Intensity of Heat Regulated by an
Ingenious Blast Device, Securing
Very Legible Lettering
on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery.
223-5-7 South Fifth Street, PHILADELPHIA, PA.

for the United States and other markets with lighter colors. They seem to think that the reciprocity treaty will augment the trade considerably to the United States according to advices received from their northern friends.

Rabell Costa Vales & Co. are very well satisfied with the activity reigning in their "Ramon Allones" factory. Rodriguez Arguelles & Co., of the famous "Romeo y Julieta" factory, are gaining more territory and friends all over the globe. The other independent factories are all more or less busy and increasing their output.

BUYING, SELLING, ETC.

S. Ruppin has laid in a good stock of Vuelta Abajo, Partido and Remedios, his total purchases amounting to about 1000 bales of all kinds of leaf.

Sobrinos de Antero Gonzales were the busiest sellers this week, closing out 450 bales of old and new Remedios to the United States, Europe and the local trade.

Leslie Pantin has been doing a rushing business this year, keeping his activity up even during the holiday week, as he bought fully 700 bales for his customers. Antonio Suarez sold 300 bales of Vuelta Abajo.

H. Upmann & Co. shipped 300,000 cigars the past week.

Muniz Hnos & Co. disposed of 300 bales of Vuelta Abajo and Remedios, new crop. Among the latter were first capadurnas purchased by an American dealer owing to the heavy quality and its good taste. This house has set out 4,000,000 plants in Santa Clara province

upon its farm "Santana," 2,000,000 in Montezuelo and about 1,000,000 plants in the Remates district of the Vuelta Abajo. So far everything seems to be progressing favorably and Muniz, Hnos & Co. are living in hopes of having not alone a large but also a good crop in alone a large but also a good crop in island.

Rabell Costa & Co. sold 200 bales of Vuelta Abajo.

Owing to Don Narciso Gonzalez spending his Christmas holidays in Guanabacoa Sobrinos de V. Diaz reports no business during the week gone by.

The Loeb Nunez Havana Co. turned over 200 bales of old Remedios to its customers.

G. Salomon y Hnos closed out 200 bales of fine old holdings of Remedios.

Leonard Friedman & Co. were sellers to the extent of 150 bales of Remedios.

Aixala & Co. disposed of 150 bales of Partido and Remedios.

Jose F. Rocha sold 100 bales of Vuelta Abajo.

Bruno Diaz & Co. found purchasers for 100 bales of Vuelta Abajo without any difficulty.

Garcia & Co. were busy in getting ready large shipments for the north, consequently it is quite safe to say that they must have done a fair business, but as they refuse to disclose any particulars the number of sales cannot be stated with any degree of accuracy.

NEW YEAR GREETINGS.

The tobacco trade of the island of Cuba, consisting of the farmers, dealers,

manufacturers and commission merchants, send greetings and sincere wishes for a happy and prosperous new year to their allied trades—the dealers, manufacturers, jobbers and retailers of cigars of their big sister Republic.

Receipts of Tobacco from the Country,

	Week Ending	Since
	Dec. 26.	Jan. 1.
	Bales	Bales
Vuelta Abajo	301	163,246
Semi Vuelta	2	10,198
Partido	105	46,469
Matanzas	—	173
S. Clara & Remedios	1,765	110,452
Santiago de Cuba	—	8,724
Total	2,173	339,262

At the closing of this correspondence telegraphic advices announce good rains in the Vuelta Abajo, so the chances for a large crop have considerably improved.

At the National Capital.

Trade Relations With Cuba—Heavy Treasury Receipts—Soil Experts Experiments.

Washington, D. C., Jan. 2.—The signing of the Cuban reciprocity treaty by the President has not, as was so often predicted, placed Cuba in satisfactory trade relations with this country. For the second time since he came to the United States for his annual vacation Minister Squiers has found it necessary to return to Cuba. He will reach Havana next week.

It is understood that the rather extraordinary legislation pending in the Cuban Congress requires the presence

on the spot of the American Minister. The proposed changes in the Cuban tariff schedules are regarded in some quarters here as tending to vitiate the spirit, if not the letter, of the Cuban reciprocity treaty, and it has been determined by the Administration that the Minister should be in Havana to keep this Government informed as to the proceedings of the Cuban Congress. The bill now before the Senate is particularly criticised because its schedules, which have largely been suggested by Spanish importers, discriminate against products imported solely from the United States. The duty on flour, for instance, is more than doubled by the terms of the bill, and the duty on lard is nearly trebled.

The committee justifies these increases by the assertion that they will only equal those in operation before the intervention by the United States, and asserts that the officials of the intervention government favored the United States unduly in the adoption of the present tariff.

One of the Senators opposed to the measure says that it increases the duty on lard from \$2.50 to \$8, on flour from \$1 to \$2.10, and on rice from \$1 to \$2.25 a hundred kilos, which would mean an increase of \$2,000,000 in the receipts on these articles alone.

Treasury Department officials say that the Customs' officials at New York especially are busy making collections on sugar and tobacco stored in the bonded warehouses under the Cuban reciprocity treaty, which has just become effective.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

E. A. KRAUSSMAN

Importer of **HAVANA TOBACCO**
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO

New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED.

AKRON, PA.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS

SHARP & VANDEGRIFT
Manufacturers
814-826
LAWRENCE ST.
PHILADELPHIA

SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Under the new regulations there is a reduction of 20 per cent. in the duty on sugar, tobacco and other Cuban staples coming into the United States. The withdrawals of cigars in bond after the new duty had been paid were particularly heavy.

The sugar withdrawals amounted to about 15,000 tons. There was comparatively little sugar stored in the bonded warehouses, as the importers did not know previously that the sugar could be withdrawn at the lower rate. For that reason the great bulk of raw sugar has been held back in Cuba pending a decision. "The lower duties," said a Treasury official today, "will not likely result in cheaper sugar before spring."

Assistant Secretary Armstrong, of the Treasury Department, in reply to an inquiry from the collector of customs at New Orleans, sent the following telegram on December 29:

"Products of Cuba previously imported for which no permit to deliver has been issued are subject to provisions of Cuban reciprocity treaty if entered or withdrawn after midnight of December 26, 1903. See act of December 15, 1902."

Secretary Shaw is receiving congratulations to-day on the big surplus for December, and the wiping out by this means of the deficit that has been hovering over the Treasury for a number of months, owing to increased expenditures and decrease in receipts from customs. The receipts from the different sources for December were: Customs, \$19,815,880; internal revenue, \$20,327,153; miscellaneous, \$2,704,557.

The receipts from the different sources for the six months have been: Customs, \$133,799,486, against \$150,139,833 for the same time last year; internal revenue, \$122,723,977, against \$110,237,013 last year; miscellaneous, \$21,314,009, against about the same figures one year ago. The expenditures for the six months have been something over \$6,000,000 more than for the same time a year ago, the figures last year having been \$263,898,227.

Milton Whitney, Chief of the Bureau of Soils of the United States Agricultural Department, has just completed his report of the work of that bureau in various sections of the country for the last fiscal year. During the year Herbert W. Marean completed his work in the soil survey of Union County, Ky. On the Miami silt loam of this section Mr. Marean finds that an excellent quality of tobacco of the heavy export type is grown, the product being from 1000 to 1500 pounds per acre, with an average yield of 1100 or 1200 pounds per acre.

On the Waverly silt-loam of the same section, known to the farmers as "black bottom," tobacco yields are heavy, 1300

pounds per acre being a fair estimate of the average; but this is not always of the best quality, and the larger yield is counterbalanced by the lower price which it brings in the market.

In reporting on the Darlington area of South Carolina, Thomas D. Rice says that ten years ago cotton was the one leading crop of the Darlington area, but now the annual value of tobacco has nearly reached that of cotton. About 1887 the cultivation of bright tobacco was attempted, with such success that the acreage has rapidly increased, and the returns have been most satisfactory. While the Norfolk sandy soil of this area is not as strong a soil as several others in the area, it has for the past few years produced on the whole more wealth for its owners. It is the bright tobacco soil of the area, for although there are other silts of less extent which surpass it in the quality of the leaf produced, yet the bulk of the crop is produced on this type. While the subsoil is not so heavy as to thicken the leaf, it conserves moisture and eliminates the danger from an ordinary drought. The yield of tobacco is from 700 to 1200 pounds per acre, but the best tobacco growers do not care to force the yield over 1000 pounds, as the increase in quantity is at the expense of quality. The price realized for this tobacco varies, according to quality, from 5 to 65 cents per pound. The average price is 10 cents. From \$150 to \$200 is frequently realized on an acre of tobacco. Ten years ago cotton was the sole reliance of the farmer for an income. About 30,000 bales were produced in the county. At that time only 200,000 pounds of tobacco were produced in the entire State. Now the crop of the Darlington area alone is about 8,000,000 pounds.

Special Car for Cigars.

The Seaboard Air Line Railroad has put on a special package car for handling shipments of cigars from Tampa to Chicago and other points in the northwest. The cars will run Thursday of every week unless the business demands more frequent trips, and will be operated through without break on the fast vegetable train schedule.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA,
WINDSOR, CONN.



BUREAU OF THE TOBACCO WORLD. II. BURLING SLIP.

Local retailers who have been talked with concerning the premium giving plan suggested on the New York page of last week's Tobacco World are of the opinion that it offers many advantages over the present system.

One advantage is that collections of coupons would have practically the same advantage that they would if the coupons were redeemable in cash, as the coupons would really be the equivalent of money fully to the extent that a postage stamp is the equivalent of money.

Every coupon would represent a third of a cent in purchasing power at whatever department store was decided on as the place for redemption. Of course no department store would bother with slips of paper representing so small a value, but the plan provides, as those who read last week's article will remember, that these third of a-cent coupons shall, in lots of 150, be redeemable with a fifty-cent order on the chosen department store. The office of the manager of the system would naturally be located in the near vicinity of the big store, and to exchange 150 coupons for a 50-cent order would take very little time or trouble.

Another advantage would be that not only scores or hundreds, but thousands and tens of thousands of different articles would be available. In fact everything in the store, jewelry or groceries, silks or shoes, books or musical instruments, could be procured with a sufficient number of orders.

In the third place, people having orders redeemed would know they were receiving full value. They wouldn't find that what was given them as a dollar article was worth only 60 cents, or what was represented as a \$10 article was worth only \$4. They would be practically buying for cash and would receive cash values.

The one-man management proposed would do away with all delay in getting directors or committeemen together and getting them to agree when together. The manager would necessarily have to be a man with sufficient ready cash to pay in advance for all the coupons and cash orders issued. His contract with the department store would be such that the retailer would be fully secured, as every coupon bought by a retailer would

have the endorsement of the department store and be secured by cash deposited there. All interests thus fully protected the one man management would need no watching.

To establish the system needn't take eight months as was the case with the present system of the New York Retailers' Association. In fact it needn't take one day longer than the time necessary to have the printing done and distribute the coupons.

A cigar dealer desiring to try the system would buy from the manager—say—\$10 worth of coupons, thirty sheets of 100 each. With each five-cent sale he would give a customer one coupon. This would be the same as selling five cents worth for four and two thirds cents. The only question for a retailer to whom the plan was submitted to decide would be whether this profit-sharing with his customer was good business policy. The experience of the past few months has convinced hundreds of retailers in New York city that such profit sharing really is good business policy.

When a customer had received 150 coupons, representing purchases of \$7.50, he would take them to the office of the manager of the system—conveniently located, as stated above—and receive in return an order for 50 cents worth of goods on the neighboring department store.

The compensation for the management would be wholly in whatever commission was allowed by the department store and in the value of the coupons not presented for redemption within the three months limit. Whether this would result in a fair compensation only a test of the system would decide, but the risk would be wholly with the manager.

No membership in any organization would be necessary on the part of a cigar dealer. He would simply buy for cash pieces of paper the full value of which had been deposited in cash in advance by the seller. If he wanted to abandon the system he could at any time have his money paid back on demand for whatever number of coupons he surrendered. If he found the system a good one for him he would have to buy more coupons from time to time. A first supply of \$10 worth would last him only until he had sold

\$150 worth of goods. He would be nominally in receipt of \$150, but actually in receipt of only \$140. In other words he would give back to his customer a third of a cent on every five-cent sale. Would it pay? That is for each retailer to decide for himself unless, through the experience he has already had with the present system, he can now answer the question—Has it paid? The latter question is answered affirmatively by hundreds of retail cigar dealers in New York who would not abandon premium-giving under any possible circumstances as long as premiums are offered by their business rivals.

The simplicity of the proposed new plan very naturally would lead to its adoption by many who have not, by reason of red tape and complications, adopted the system now established.

The most difficult feature of carrying out the plan might be in inducing a department store of sufficient prominence to take it up. With sufficient business probable, however, that ought not to be very difficult. Two thousand cigar stores doing an average business of \$20 a day would use each day enough coupons to represent a cash value of between \$2,500 and \$3,000—certainly an amount representing no contemptible patronage for even the largest of mercantile establishments.

Still the scheme may be N. G. The Tobacco World doesn't undertake to say whether it is or isn't.

The declaration of another quarterly dividend of 3 per cent. on the common stock of the American Tobacco Company, practically all of which is owned by the Consolidated Tobacco Company, makes the fourth quarterly disbursement at the rate of 12 per cent. per annum. In the calendar year of 1903 11 1/2 per cent. on the common stock has been paid, the dividend paid last February being 2 1/2 per cent., while the three other disbursements were 3 per cent. each. In 1902 the common dividend was 9 per cent.; 1901, 6 per cent.; 1900, 6 per cent.; 1899, 7 per cent., besides 100 per cent. in common stock paid on common stock on May 11, 1899. In 1898 the common dividend was 8 per cent. and in 1897, 9 per cent.

The official journal of the Cigarmakers' International Union says: "This has been an unusually prosperous year for the International Union. We have gained 2,507 members since January 1 and have increased the general fund about \$115,000. One hundred and fifty locals with 10,000 members have received increase in wages, and thirty-three new local unions have been formed, bringing the total number up to four hundred and seventy-five in various parts of the United States and Canada. We have nearly \$500,000 in our funds."

H. S. Collins, of the United Cigar Stores Co. is quoted as follows concerning effects of the Cuban reciprocity treaty: "The reduction of 20 per cent. will make virtually no alteration in the cost of the ordinary cigar. The benefit to the consumer will lie in the weight, body and fulness of the cigar. Suppose the reduction means that a certain brand of cigars can be bought for \$7 or \$8 a thousand cheaper than heretofore. This would only mean a reduction of a fraction of a cent on the individual cigar. The effect, therefore, in the price will virtually be only on the box trade. It is safe to say, however, that certain 25 cent cigars will in the near future be fuller and heavier. We also expect that a special Cuban reciprocity perfect, long and full, has been turned out by the Cuban factories in anticipation of the bill, to sell at two for a quarter. It is probable that Cuba has anticipated the bill by several weeks, and the fact that every crate of cigars unloaded at the port of New York after midnight on Saturday last will be subject to the reduced duty. We expect, however, that the consumer will not feel the effect of the bill for several days."

D. Rosenheim who, as general manager in New York for the United Cigar Stores Co., succeeds the five district managers, has his office at the headquarters of the company, 112 West Forty-second street.

About 150 girl employees of Johnson & Co., cigar manufacturers at 427-429 W. Broadway, New York, were thrown into a panic on Tuesday last by the bursting of a steam heater in the basement of the building. The firemen arrived in time, however, and no lives were lost.

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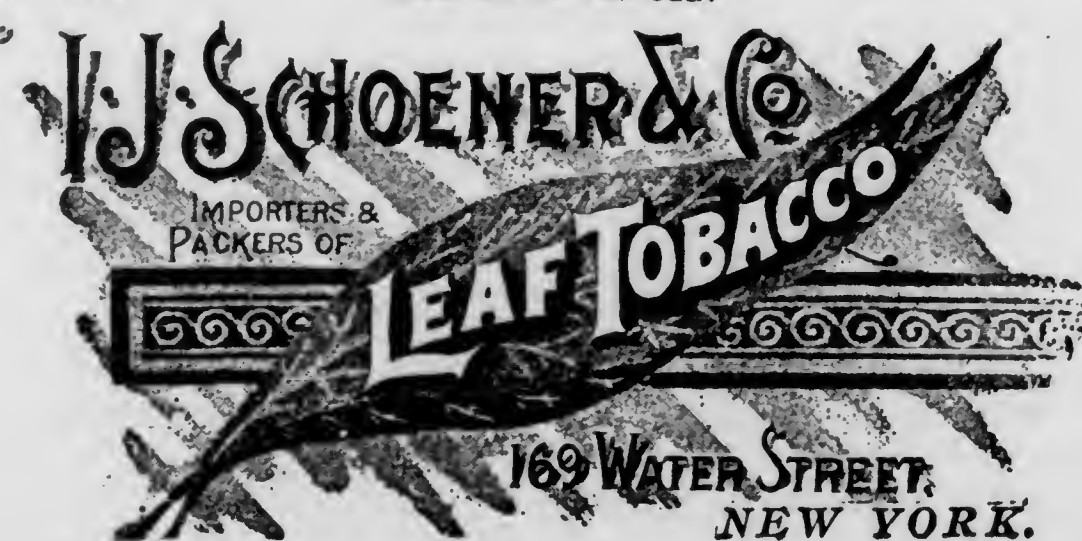
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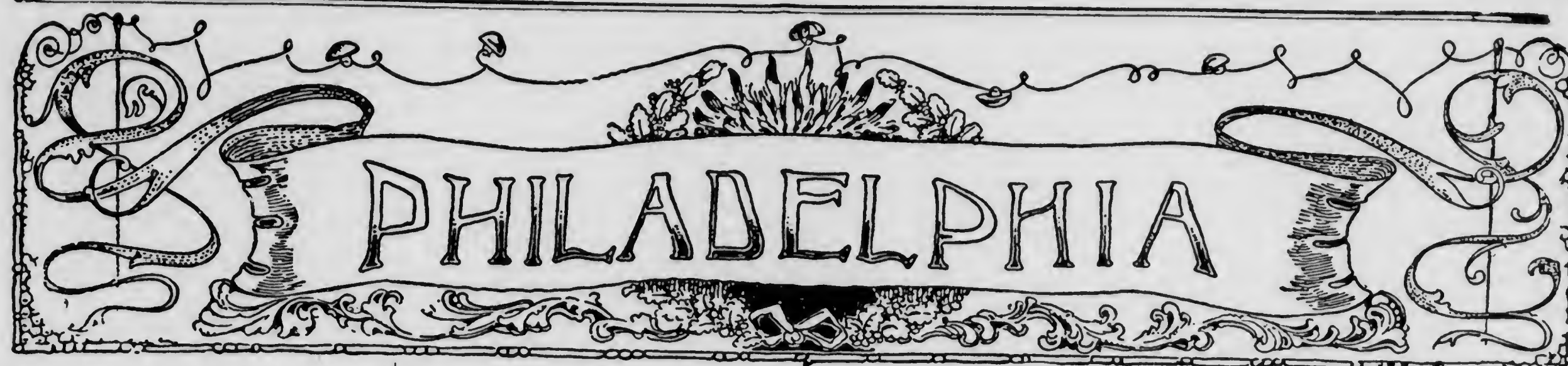
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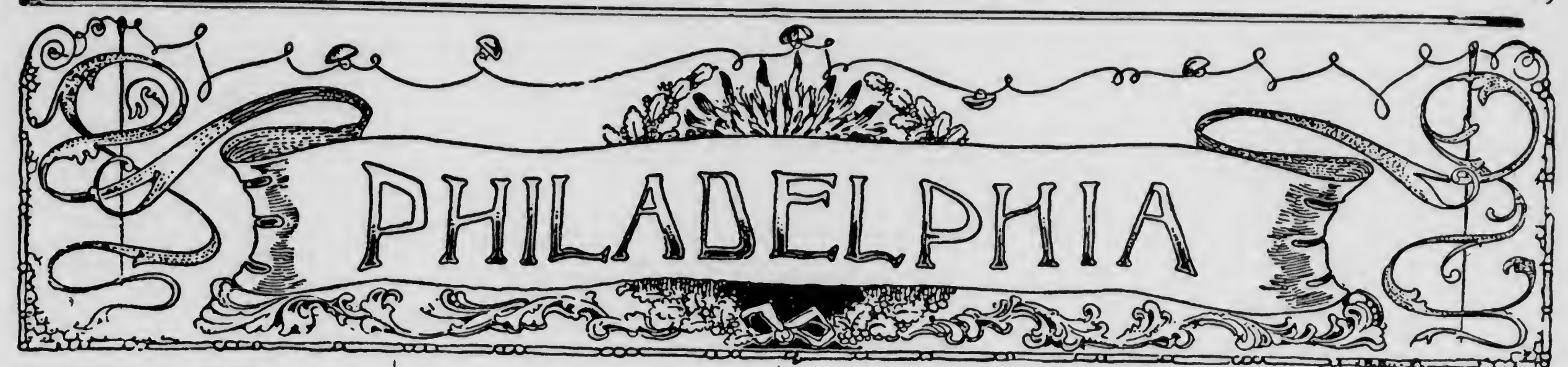
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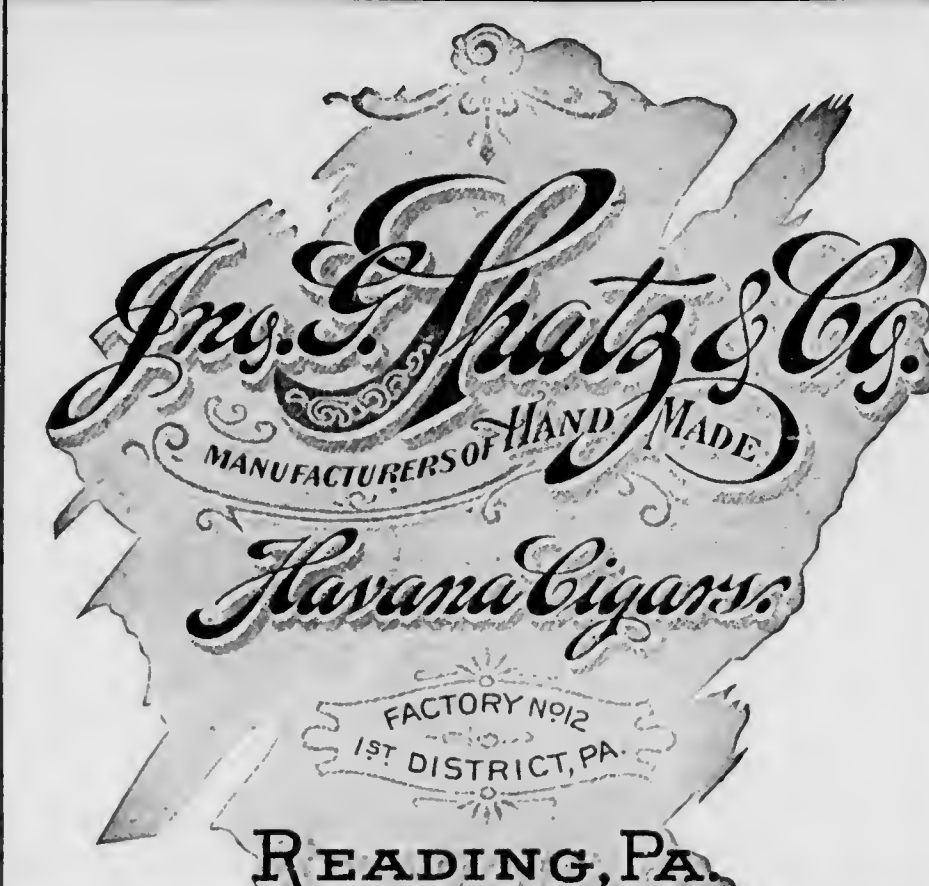
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AMERICAN EMPIRE

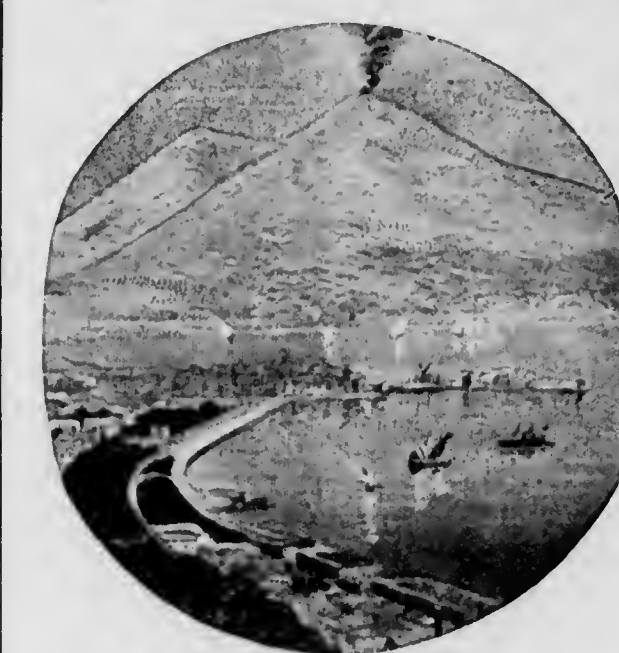
10 CENT



J. E. Spatz & Co.

MANUFACTURERS OF HAND MADE
Havana Cigars

FACTORY NO. 2
1ST DISTRICT, PA.
READING, PA.



EL VOLCANO

5 CENT

of tobacco, and as the cellar was flooded to a depth of ten inches this tobacco was very badly damaged.

MOSTLY PERSONAL.

John S. Geller, Sons & Co. report a constantly increasing demand for independent goods—particularly Peachey cut-plug, orders for which they are unable to fill as fast as received.

George H. Valentine, of A. S. Valentine, has had an unusually long and distressing siege of the grip.

The first leaf salesmen from New York to appear on the Philadelphia market in 1904 was George F. Schnath, representing Schroeder & Arguinbau.

The generally jubilant appearance and demeanor of the members of the firm of Hipple Brothers is indicative of the constantly increasing success and prosperity which marked their business during 1903. In buying and selling they have done equally well. Their latest purchases included some particularly good Zimmer Spanish and 1902 Wisconsin. Fred Hipple is up the state this week, holding old and gaining new trade and Charles Hipple is, as usual, keeping in close touch with the nearby large manufacturing trade. The firm's city salesman, Harvey Enney, is proving himself a valuable man in his position.

About the middle of this month William S. Stevenson, of Henriquez, Stevenson & Co., will leave for Key West, to take personal charge of the firm's factory there.

In February Louis H. Eisenlohr, of Otto Eisenlohr & Brothers, will start for the Pacific coast, making the trip in a leisurely manner and attending to considerable business on the way. He probably will not return before June.

A striking combination of rich colors and tasteful lettering is the principal distinguishing feature of the Saboroso calendar issued by Vetterlein Brothers. Against

a background of yellow appears a Greek cross in blue, across which extends the lettering in red and white.

A new nickel brand placed on the market by the Allen & Marshall Co. is called Seems Reasonable.

In its new factory at 1022 Commerce street the Havencia Cigar Co., Inc., will occupy four floors.

The 1904 numerals on the calendar just issued by E. A. Calves & Co. appear as part of the markings on a representation of a bale of Havana tobacco lithographed on the card to which the date sheets are attached. The combination is not particularly showy, but certainly is highly appropriate and business-like.

PHILADELPHIA LEAF MARKET

Although the revival of activity due soon after the beginning of the year has not yet occurred in any marked degree, there are no indications of a lack of confidence that conditions will improve very soon. Prices are holding their own, not only without wavering but with pronounced firmness.

SPECIAL NOTICES (12½ cents per 8-point measured line.)

WANTED.—First-class Cigar Salesman at once, who can invest some cash in the business, and be located in St. Louis during the Exposition. Address CONN. MRS. CIGAR CO., York, Pa. 12-23-4

CHICAGO, ILL., Cigar Broker with a nice established trade, wants to represent an up-to-date Eastern Cigar Factory that makes cheap genuine Sumatra cigars. Address, Box 4, care of The Tobacco World, Philadelphia. 11

CIGAR SALESMAN—thoroughly experienced, wanted by a large manufacturer, to sell a well-known brand to trade established in Pennsylvania, New Jersey, Delaware and Maryland; sales can be largely increased; state full particulars with reference. Box 5, care of The Tobacco World. 11

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kele Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-11

Winners of Large Amounts

Awards in the Florodora Tag Company's Contest Announced.

[Special to The Tobacco World.]

New York, January 6.—At eleven o'clock this morning announcement of the result of the Florodora Tag Co's contest was made. The winners of the first eighteen prizes are:

J. E. Elwell, Ottawa, Kansas—\$5,000.
J. H. Walton, Greenfield, Ind., S. J. Cannon, Wolf Summit, W. Va.—\$2,500 each.
Ed. O. Hamstrom, Kingsbury, Cal.; J. C. Shaw, Bloomfield, Iowa; Bickett & Huthsteiner, Cincinnati, O.; John H. Brown, Lucas, Iowa; J. J. Graff, Washington, D. C.—\$1,000 each.

A. P. Winkler, Louisville, Ky.; Geo. E. Kuhlman, Toledo, O.; Henry Lanier, Albany, Ga.; Louis Lederer, New York city; Harry R. Vioman, Middleburg, N. Y.; J. W. Goetz, St. Mary's, Ohio; J. F. Kirkman, Selma, La.; C. H. Repman, York Haven, Pa.; Henry Lanier, Albany, Ga.; G. W. Phillips, Danville, Ill., \$500 each.

Of the total of about 8,000,000 guesses the eighteen nearest to the government figures—578,157,470—were:

578,157,407	578,157,811
578,157,394	578,157,912
578,157,553	578,157,924
578,157,325	578,156,980
578,157,635	578,157,979
578,157,260	578,156,927
578,157,256	578,156,900
578,157,711	578,156,850
578,157,139	578,156,796

The Committee of Award consisted of: Dr. J. D. McGill, Chairman, President Hudson County National Bank.

F. H. Earl, Director, Commercial Trust Co. and New Jersey Guarantee & Title Co.

James Leo, President, James Leo Box Mfg. Co.

McAlpin's Suit Withdrawn.

Edwin A. McAlpin has withdrawn his petition that a receiver be appointed for the Universal Tobacco Co., but other stockholders are expected to institute a similar suit.

Import Stamp Abolition

In a communication sent to the Chairman of the Congressional Committee on Ways and Means, President S. Bitt and Secretary R. A. Bachia of the Havana Cigar Manufacturers' Association of the United States say: 'The tradition of the Import Stamp has proved a great handicap to our industry. The abolishment of the Import Stamp would entail neither injury nor hardship to any one, would be a saving to our government of both labor and expense, and above all, would place the cigars made in the United States and those made in Cuba on a fair basis of commercial equality, where merit alone would win favor.'

Tobacco to be Sold.


Judge Robinson of the Hartford County Superior Court has empowered Frederick B. Griffin, receiver of the International Tobacco Culture Corporation of East Hartford, to dispose of some of the company's tobacco at private sale. The order authorizes him to sell the crop of 1902 and the outdoor part of the crop of 1903. The shade grown part of this year's crop is not yet ready for the market. The appraisers estimate the assets of the corporation to be worth \$126,000.

Continued Prosperity.

Prosperity continues to attend the business of A. D. Killheffer, of Millersville, Pa., he having added three leading New York houses to his list of jobbers during a recent visit to that city, and his factory force of picked workmen being limited only by the accommodations available.

—Union cigarmakers of Chicago, Ill., have formed a sick and accident association, which in no way is connected with their union, and does not conflict with the benefits paid by the International body. The new organization will pay a sick benefit of \$5 a week for 13 weeks in any one year. Over 200 men form the organization.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF
AND
WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and **Leaf Tobacco**
Dealers in **Leaf Tobacco**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and **Leaf Tobacco**
Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in

Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United Phone: No. 931 A, Millersville.
No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

Factory 1839.



Southey's
SOLD UNDER
BONAFIDE GUARANTEE

W. K. GRESH & SONS, Makers, Norristown, Penna.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case
1902 FINE FORCE-SWEATED **Our Own**
CONNECTICUT **Packing**
I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

GEO SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHÖNFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida SUMATRA Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices, Quincy, Gadsden Co., Fla.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine
Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High
84-85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

REGISTER YOUR

CIGAR & TOBACCO BRANDS

with
THE TOBACCO WORLD

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending January 2, 1904.

Smyrna.—Schinas Brothers, 45 bales tobacco.

San Juan.—West Indies Cigar Co., 32 bales tobacco.

Havana.—A. D. Straus & Co., 10 bbls. cigarettes; James E. Ward & Co., 143 cases cigars, cigarettes and cut tobacco.

Ponce.—Company Industrial de Porto Rico, 10 cases cigars; J. E. Mesias, 1 do. Bremen.—L. Friedman & Co., 5 bales tobacco.

Liverpool.—American Tobacco Co., 69 cases cigarette paper.

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 30:
(2,939 bales, 16 hhds.)

James E. Ward & Co.	1,404 bales
F. Miranda & Co.	303 "
S. Ruppins Sons	227 "
Max Gans & Sons	224 "
Alex Murphy & Co.	151 "
Carl Vogt & Co.	124 "
Lewis Sylvester & Son	115 "
Leonard Friedman & Co.	94 "
I. Bernheim & Son	60 "
F. D. Grave	50 "
Montevierno & Co.	34 "
M. Atak & Co.	33 "
Martinez Havana Co.	32 "
American Cigar Co.	29 "
R. Rosenbluth	24 "
William Broadhurst	20 "
S. Cohn & Co.	10 "
P. Arconi & Co.	4 "
Havana Tobacco Co.	1 bale
E. P. Condera	16 hhds.

HAVANA CIGARS.

Str. Mexico, arrived Dec. 30:
(133 cases)

Havana Tobacco Co.	91 cases
Park & Tilford	15 "
Calixto Lopez & Co.	11 "
Canadian Pacific R. R.	5 "
G. S. Nicholas	5 "
G. W. Faber	4 "
Merchants Dispatch Co.	2 "
G. W. Sheldon & Co.	1 case
L. M. Allen	1 "
Boas & Co.	1 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Dec. 29:
(174 cases)

American Tobacco Co.	90 cases
A. S. Lascelles & Co.	19 "
American W. I. Trading Co.	16 "
N. Rucabado	14 "
West Indies Cigar Co.	8 "
Smith & Boltzenthall	7 "
Arguelles, Manrique & Co.	6 "
Cadiz Cigar Co.	5 "
Order	5 "
DeFord & Co.	3 "
B. Raap Trading Co.	1 case

Admitted to Partnership.

Although there is no change in the name of the widely known firm of Weinheimer & Opp, St. Louis leaf dealers, the membership has been increased by the

admission of Emil J. Dienst, Anthony R. Nunn and F. Henry Buse. These new partners have been in the employ of the firm many years and in making them co-partners Messrs. Weinheimer and Opp have shown appreciation of industry, faithfulness and ability.

Lancaster's Budget.

Details of the Sutter Sale—Narrow Escape from Fire—Violation of Law.

Lancaster, Pa., Jan. 4, 1904.

The sale of 2,000 cases of leaf tobacco, which was held last week at a warehouse on Harrisburg avenue, attracted considerable attention and brought people from different sections of the country to the sale. The principal items were 513 cases of 1902 Pennsylvania broad leaf sold to Elias Bach & Sons, of New York, at 12½ cents; 134 cases of 1902 Pennsylvania broad leaf to B. Perlman & Co., Baltimore, at 13¼ cents; 103 cases ditto to Rothschild, Sons & Co., of Chicago, at 13¼ cents; 103 cases to J. Friedman & Co., of Chicago, at 12½ cents; 212 cases of 1901 to Elias Bach & Sons, of New York, at 10 cents; 96 cases of 1902 broad leaf fillers to Kramer & Goldberg, of Lancaster, at 8¼ cents; 119 cases of 1901 broad leaf B's to J. Mendelsohn & Bro., of New York at 9¼ cents; 148 cases of 1902 broad leaf fillers to M. Michaelis & Co., of Lancaster, at 3¼ and 4 cents; 118 cases of 1902 Havana seed to J. W. Brennenman, Millersville, at 9¼ cents, and 60 cases of 1902 Havana seed to A. K. Mann, Millersville, at 14¼ cents. In addition there were a number of smaller lots. The prices brought all the way through were comparatively good.

The new year has started fairly well in the local market, although no particularly large transactions have been reported during the current week.

Walter S. Bare has now commenced the manufacturing of higher grade cigars in the John R. Bricker factory at Lititz, which business he bought out some time ago.

I. H. Weaver, chairman of the Tobacco Packers' Association for the exhibit of Lancaster tobacco at the St. Louis Exposition, has for some time been in correspondence with the agricultural department officials, who express a desire to meet the views of the local growers and packers in every way possible, and have assured him that they will shortly forward the necessary instructions as to

tables, cases, etc., and the space to be allotted them.

Owing to the presence of mind of Harry Dissinger, an employe of George Wechter's cigar box factory, the factory was probably saved from destruction by fire last week. A lamp which had been used on the premises was acting badly and Mr. Dissinger undertook to extinguish it, and finally succeeded, but only after having severely burned his hands. But for his timely effort the building might have been destroyed.

Menno M. Fry & Co. have now removed their office to the Woolworth building on North Queen street.

The usual January quietness seems to prevail among the country manufacturers.

It has been brought to the attention of Collector of Internal Revenue H. L. Hershey, of Lancaster, that a custom has grown up among certain wholesale dealers in cigars in this city of taking cigars out of a properly stamped and branded box, putting on each cigar a paper band and replacing the cigars in the original stamped box, and sealing it shut with a colored label. This practice is in direct violation of the law which prohibits the removal of cigars from the box without utterly destroying the stamp, and Collector Hershey has notified the parties that the practice must cease. The penalty for violating this law is a fine of \$50, and imprisonment of not less than ten days nor more than six months for each offense. As it is believed the parties erred through ignorance of the law, and that the government has not suffered any monetary loss, no prosecution has been entered, the parties being reprimanded and cautioned as to their future conduct.

The Trade in Reading.

Better than Usual in January—Business Good with Bremer Bros. & Boehm.

Reading, Pa., Jan. 4, 1904.

The cigar trade in this city is keeping up very nicely. The January quietness is less noticeable this year than it has been for some years past, most of the larger factories having closed down only for a few days—sufficient for inventory-taking purposes.

E. E. Kahler, the Buttonwood street manufacturer, told your correspondent, a few days ago, that he was scarcely able to get the goods out fast enough.

John G. Spatz & Co. closed a very satisfactory year, while the new year offers very encouraging prospects for them.

The local tobacco factories all appear to be somewhat dull at the present time, but an early revival is confidently expected.

Bremer Bros. & Boehm have closed the first quarter of their business at their branch establishment in this city, and

the results have been very satisfactory to the firm. The large and varied stock of goods which they are carrying here has proven quite a convenience to the local trade. Increasing advantage is being taken of it, which would seem to augur favorably for them during 1904.

Less than the usual number of leaf salesmen have visited this city during the past week.

New York Retailers.

No change in control of the Retail Cigar and Tobacco Dealers' Association of New York was effected at the annual meeting, Tuesday evening. The opposition, which had expressed confidence that its efforts to put the management of the organization into new hands would be successful, accomplished nothing. The number of directors was reduced from twelve to five and Robert E. Lane, T. J. Donigan, W. W. St. John, S. J. Freeman and Fred Eshner were re-elected. As each voted on 1,605 shares of stock and the five were under an agreement to vote their 8,025 shares as a unit for five years they had no difficulty in retaining their control. The only concession made to the minority was the creation of an advisory committee to make recommendations to the board of directors, but the committee will have no power and the directors are left perfectly free to accept or reject any recommendations that may be made.

Jobbing House Consolidation.

The consolidation of the tobacco concerns of Luchs & Bros., the Neudecker Tobacco Co. and Frederick Plugge, all of Washington, D. C., into the Washington Tobacco Co., with a capital of \$100,000, is probably more significant than is generally supposed, inasmuch as it may be a beginning of a consolidation of jobbing houses in various sections of the country. Such a consolidation has been for a long time talked of as probable, and there has consequently been a great deal of special rivalry in many of the large cities among jobbers who want to be included in such consolidation whenever it does occur, whether it be one or ten years hence.

Business Embarrassments.

Oscar Forster, Esther Levine Kohn and Mali Levine, who compose the firm of Oscar Forster & Co., manufacturers of cigars at 322 East Fifty sixth street, New York, made an assignment on Monday to Harry Shaffer, of Brooklyn. They began business on September 5 last.

Jacob M. and Henry Cohen, who compose the firm of Cohen Bros., cigar manufacturers, at 323 Grand street, New York, made an assignment Monday to Charles J. Foltz. A petition in bankruptcy was also filed against them by Jos. Kulisher, a creditor for \$500, for money which he lent them on Dec. 30. It was alleged that they committed an act of bankruptcy by making an assignment.

Judge Holt of the U. S. District Court appointed Delano C. Calvin receiver of the assets, which are estimated at between \$3,000 and \$4,000. The Cohens began business in 1890.

Cigar Molds

Cigar Mfrs Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods

at The Best Prices.

Before you place your orders give us an opportunity to quote you *Our* prices.

We Can Save You Money.

The Sternberg Mfg Co.

1344 West Third Street,
DAVENPORT, Iowa, U. S. A.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Special Brands made to order.

JOHN E. OLP,

Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,
227 North Cherry Street
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

RECIPROCITY IN DISPUTE.

Two Articles in the Treaty Apparently Contradictory—Decision by Treasury Officials.

Washington, Jan. 2.—That Cuban cigars and tobacco will enjoy no benefits in a reduction in duty under the Cuban reciprocity treaty is a proposition which some interests are trying to force upon the Treasury officials as the only construction possible of the new treaty. It evidently was the purpose of the treaty to reduce the duty upon Cuban cigars and tobacco 20 per cent., and the speeches in Congress in opposition to the treaty were to the effect that it would be beneficial to the tobacco trust at the expense of the American workman, inasmuch as the reduction would be greater upon cigars than upon unmanufactured tobacco. The question of reduction of duties probably will be taken into the courts.

Article VI of the treaty reads:

"It is agreed that the tobacco, in any form, of the United States or any of its insular possessions shall not enjoy the benefit of any concession or rebate of duty when imported into the Republic of Cuba."

Article VII follows with the provision that it is agreed similar articles of both countries shall receive equal treatment on their importation into the ports of the United States and of the Republic of Cuba, respectively.

American cigar makers argue that, inasmuch as Article VI prohibits a reduction of duty upon American tobacco in any form going into Cuba, there can be no reduction of duty upon Cuban tobacco in any form coming into the United States, because Article VII of the treaty provides that similar articles shall receive equal treatment. In other words, unless Cuba reduces the duty upon American tobacco in all forms 20 per cent. the island cannot enjoy the benefits of the proposed reduction of 20 per cent. on the duty upon Cuban tobacco coming into the United States.

Treasury officials will not give such construction to the law. The department takes the ground that Article VII, with its sweeping provision that similar articles of both countries shall receive equal treatment, applies only to those articles not specifically mentioned in the treaty, and that the preceding article, the only one in which tobacco is specifically mentioned, with its agreement

that American tobacco in any form shall receive no concession or rebate of duty, clearly excepts tobacco from the operation of Article VII. The department will insist upon interpreting the purpose of the treaty, and will not be restricted to a literal construction.

NO DICTATION FROM GROWERS.

What a Factory Representative Says About Prices in Burley Markets.

Cincinnati, O., Jan. 2.—According to prominent authorities in the local tobacco trade the business in the two Burley markets the coming year will be conducted pretty much the same way it was fifteen or sixteen years ago.

In those days new tobacco was not marketed wet, and such a thing was never thought of. It was virtually all redried by dealers who bought their purchases from the planters to be delivered along in March and April in good winter order. Dealers then hung it up, but in several counties, notably Brown, farmers sold their crops and delivered same in good keeping order, in May or June, thus obviating redrying by the dealers.

Planters themselves shipped a good deal of tobacco in good winter order, and also in redried condition, but sevenths of the tobacco was marketed by the dealers, the busy season on the breaks commencing about May 15 and continuing until December 1. The interval was quiet on the street.

"Some of our people are receiving a little tobacco, but it don't amount to much," said D. H. Gayle, President of the Cincinnati Tobacco Warehouse Company. "Farmers are asking high prices, consequently buying is limited. This cold weather, of course, retards heavy operations. I have no objections to the slow movement of the new crop, and I honestly believe it's going to help us."

Col. John L. Hite said: "I am satisfied any way the planters see fit to market their tobacco. Personally, I would rather buy it in good keeping order. But then the farmers have been educated to sell in wet weather, and I guess it's hard to make them change."

Not a few of the local dealers object to buying tobacco from planters in redried order. In this connection T. S. Hamilton says:

"It may be all right from a planter's standpoint, but I'd rather buy it in winter order and redry it myself."

"The excessive sap in the 1902 crop,"

said John A. Downard, "cut quite a crimp in the profits of the dealers which might otherwise have been of more respectable size. I am in favor of discontinuing winter order buying. This practice should never have been started. We pay for a lot of weight which we never get back in the redrying process. Of course, 5 to 6 per cent. is ordinarily lost in redrying, but a soft, warm, wet season like last year retained the sap, and the loss in weight in consequence was enormous."

Frank H. Thompson, Western salesman for a prominent Detroit factory, says: "The Growers' Association, from reports that have reached us, is evidently going to be some pumpkins, but my people are not worried. It's very nice to talk about better prices for the farmer, and I have no objection to them organizing themselves to force the manufacturers paying a higher price for their tobacco. We had to pay good prices for our specialties on the breaks, more than the profits on our goods justifies. This year the prices for our leaf have been considerably in excess of last year."

"Going back to the growers' movement: It's all right, for social purposes, but it will never succeed in getting the prices the association has fixed for our acceptance. Neither the trust nor independent manufacturers are running charitable institutions, and dictation from Mr. Hawkins, clever and gentlemanly as he is, will not be tolerated."

ACCUSED OF COUNTERFEITING.

Criminal Proceedings Against a Massachusetts Cigar Manufacturer.

Lynn, Mass., Jan. 2.—William E. Hamilton, the Spring street cigar manufacturer, was taken into custody at the instigation of M. Traiser & Co., cigar manufacturers, of Boston, Monday afternoon, on warrants charging him with having in his possession a counterfeit die of the stamp "Pippin," making use of the trade mark "Pippin" unlawfully, and exposing for sale cigars purporting to be "Pippins." The complaints were sworn out by Harry D. Kelsey, representing Traiser & Co.

Hamilton was arraigned in the police court, when he waived the reading of the complaint and pleaded not guilty. At the request of his counsel, Attorney Underwood, who stated that he had just been called into the case, the hearing was ordered continued one week,

and Hamilton was placed under bonds. Attorney James H. Sisk appeared for Traiser & Co.

For a number of months past the manufacturers of the "Pippin" cigar have been aware of the fact that large quantities of cigars were being placed on the market bearing the impression "Pippin," in violation of the law which prohibits the counterfeiting of cigar dies and stamps. Detectives were sent out to investigate the matter, and, it is alleged, that they traced the source of the bogus "Pippins" to Hamilton's cigar factory on Spring street. About a week ago representatives of the company visited Hamilton's place of business and found sufficient evidence to convince them that cigars were being made there in violation of certain laws. Warrants were applied for and issued Monday afternoon, and the arrest of Hamilton followed. It is understood that Boston officers secured some of the alleged counterfeit cigars, but no search warrant was served by the Lynn police, who merely effected the arrest of the proprietor.

IN THE LAND OF THE DUDEEN.

An Expert Sought in This Country to Grow Tobacco in Ireland.

Richmond, Va., Jan. 2.—After a brief visit here, Sir Horace Plunkett, vice commissioner of agriculture of Ireland, has gone to Washington. While here he was tendered a dinner, at which he met the governor, commissioner of agriculture and other leading men.

The main object of the baronet's visit was to secure an expert to aid in the introduction of tobacco raising in Ireland. Quite recently the British treasury officials granted the Irish farmer a concession in the duty on tobacco, if he cared to undertake the growing of this plant. According to the Glasgow Herald, a deduction of one-third of the duty will be made. That practically means protection to the domestic tobacco grower, for he will be taxed on his product only two-thirds of the import tax imposed by the government. According to this Scotch paper, Ireland was favored of old in this matter. Tobacco growing was suppressed in England in 1600 and in Scotland in 1782, while Ireland from 1778 to 1831 was exempted from this restriction. From 1831 until 1887 the prohibition against growing tobacco was general throughout the United Kingdom. Since then the farmers have been allowed to experiment with tobacco raising, under the control of the internal revenue department. These experiments have not been very successful, for in the first ten years the total amount of revenue paid on British grown tobacco was only about \$2200, and the majority of this was paid by English farmers.



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

HOLTZ, PA.

Makers of High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE.
Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

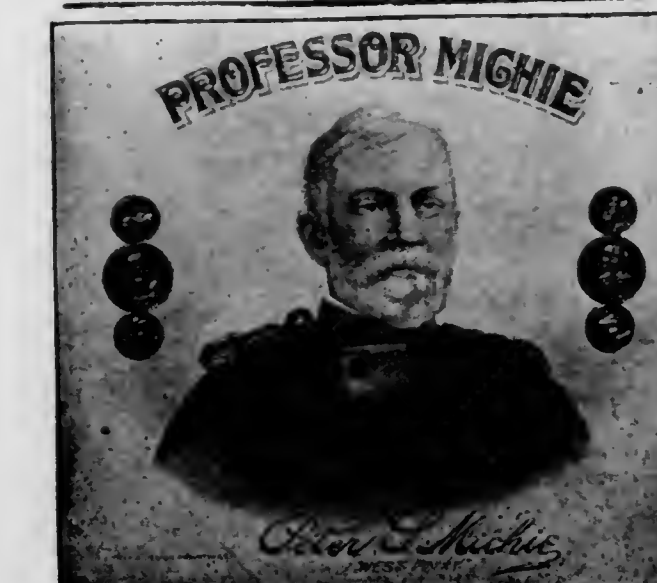
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made Cigars

Our Special Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
ENTUCKY CARDINAL,
"1303,"
"CHIEF BARON,"
"EL PASO."



A. F. HOSTETTER,

Manufacturer of

**High-Grade
Domestic
Cigars**

HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,

MANUFACTURERS

OF

High Grade

Cigars.



CAPACITY,
75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced Cigars

Red Lion, Pa.

Remember—the MELODIOUS is Our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

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Packers and Dealers in **Leaf Tobacco**
105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
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Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



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If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK, PENNA.



MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.
It has been my good fortune, since writing my last letter, to be down in the valley, and being there, nothing was more simple than to spy around in the promised land of tobacco culture. It was an occasion to be remembered. Our correspondents had written about some dealers who had refused to take the tobacco bargained for because it had been steamed, and I heard it stated by one buyer that he could not afford to pay more than 6c for it, as it would be in no condition to pack; it would damage in sweating.

Now, a few words about the steamed-down tobacco: After hearing these stories, I went to one of the warehouses run by Mr. Casy. The crop raised by the Crafts Bros. of North Hatfield was being sorted by his foreman, a Mr. Holden. Being acquainted with Mr. Holden, I felt at liberty to ask him questions. In the first place I inquired what he thought of steamed-down tobacco. He said: "I have managed a shop quite a good many years, and I have never seen a lot of tobacco in better shape than the two lots I have handled this winter. It is damp enough and not too damp; just right." In two bundles he found a small bunch, about five pounds to the bundle, that was a little too damp, but not more than is often found in tobacco dampened in the old way. He is to begin on a ten-ton lot in a few days. Mr. Holden was enthusiastic over the steamed-down tobacco, having steamed down his own crop, and he assured me that he should not wait for soft or casing weather in the future, but would start a fire in the engine and steam it down, and he advised others to do the same. One point to be gained is that if you take down your crop in such a time there is plenty of help to be procured to strip it out quickly; you will not have it hanging on the stalk, to be stained by the juice of the stalk, nor by the tobacco becoming warm or hot in the hake. A man will strip one, and maybe two bundles more in a day if it is stripped out quickly after it is taken down, and the ends will show better if not allowed to stay in the hake more than a day or two. There are many other reasons for doing this work early in the season besides the one that it ceases to be something to worry about. But if I were to use steam I should endeavor to do so before the stalks froze; some time

in October. Much has been said about the short, soft weather we have had; not long enough to moisten the stems, and when put in the hake it was said that the dry stems draw the moisture out of the leaf. I have examined the stems and could not find one that was dry. It was in fine order to be packed. No water

Phon. Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING OF 5c. CIGARS
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Manufacturers of
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BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

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JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, **JOHN SLATER & CO.**
Washington, Pa. Lancaster, Pa.

had been applied in any manner to dampen the crop. Next week I will try and tell you about the quality of tobacco that I saw.

Our correspondents write:
Conway, Mass.: "No sales in town as yet. The damp of the twentieth enabled most of the growers to get down from one to three acres, and they find it a very good crop. The rain December 20 put the tobacco in fine condition to take from the poles, except some of the upper tiers. This is the first time since October 9 that the crop has been in condition to handle, and but a small amount of the crop has been stripped. There is but little, if any, old goods in town."

Northfield, Mass.: "Two or three lots of tobacco have been taken down and stripped out. One lot was sold in bundle, price not given."

East Deerfield, Mass.: "Some tobacco was taken down December 13 and 20; one or more crops all down; nearly all others half or more down and stripped. What I have seen is much better than I expected; mostly good color and very sound. No sales and no buyers here. It is reported that the crop of tobacco raised on the estate of Charles Jones, six acres, was sold for 23 cents, probably assorted at the old Deerfield Street."

East Whately, Mass.: "George Pease has leased the assorting shop at the depot and will assort for the growers of Whately and the adjacent towns; also force sweating, packing and storing. One sale is reported, the crop of Mrs. Brennan, at 15 cents, probably assorted and cased. The tobacco in town is nearly all down and stripped, and is reported to be of very good color, and the quality better than was expected at first."

Northfield, Mass.: "Two or three lots of tobacco have been taken down and stripped out. One lot was sold in bundle, price not given."—American Cultivator.

BALDWINVILLE, N. Y.

No sales have been reported during the past week. Charles R. Goldsmith & Co. have been moving into their new

warehouse in the Seneca Hotel block and expect to be settled in the new location by the last of the week.—Gazette.

EDGERTON, WIS.
The new year opens with the same unfavorable conditions for movement of the tobacco crop that has prevailed for several weeks past. Everything is being held up awaiting the much needed case weather.

There is some movement in old goods among local packers, the following transactions having come to notice: A. N. Jones has sold 375 cases of '01 and 150 cases '02 packing to L. B. Carle. F. S. Baines purchased 110 cases of '01 of Edwards Bros., of McFarland. Geo. Rumrill reports the sale of 65 cases and L. B. Carle & Son 100 cases for the week to manufacturers.

Shipments, 784 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.
Our receipts this week were 6 hds. There were no public offerings, private sales 76 hds., consisting of the lower grades of leaf at about unchanged prices.

With light demands, the market is quiet and dull, and the sales that are made are much below the valuations of sellers, and they accept ruling prices very reluctantly.

We have had such continuous cold weather that very little has been done yet in the new crop, except some sales of loose tobacco at the barns, which were mainly of fine crops that were well known while they were yet in the field. There has been very little weather suitable for examination in the barns after the tobacco was cured.

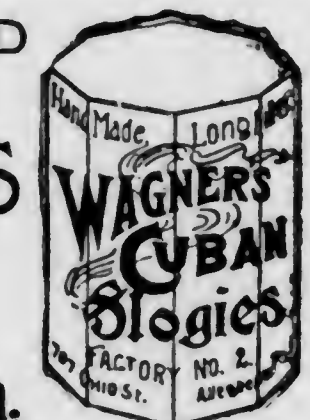
QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

—James A. Henderson, a prominent tobacco dealer and exporter of Danville, Va., has filed a voluntary petition in bankruptcy. The liabilities are scheduled at \$104,000, while the assets are placed in the neighborhood of \$86,000.

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W. H. BARLOW, Proprietor, Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
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BLUE POINTS
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PRIVATE STOCK
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CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

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CUBAN STOGIES
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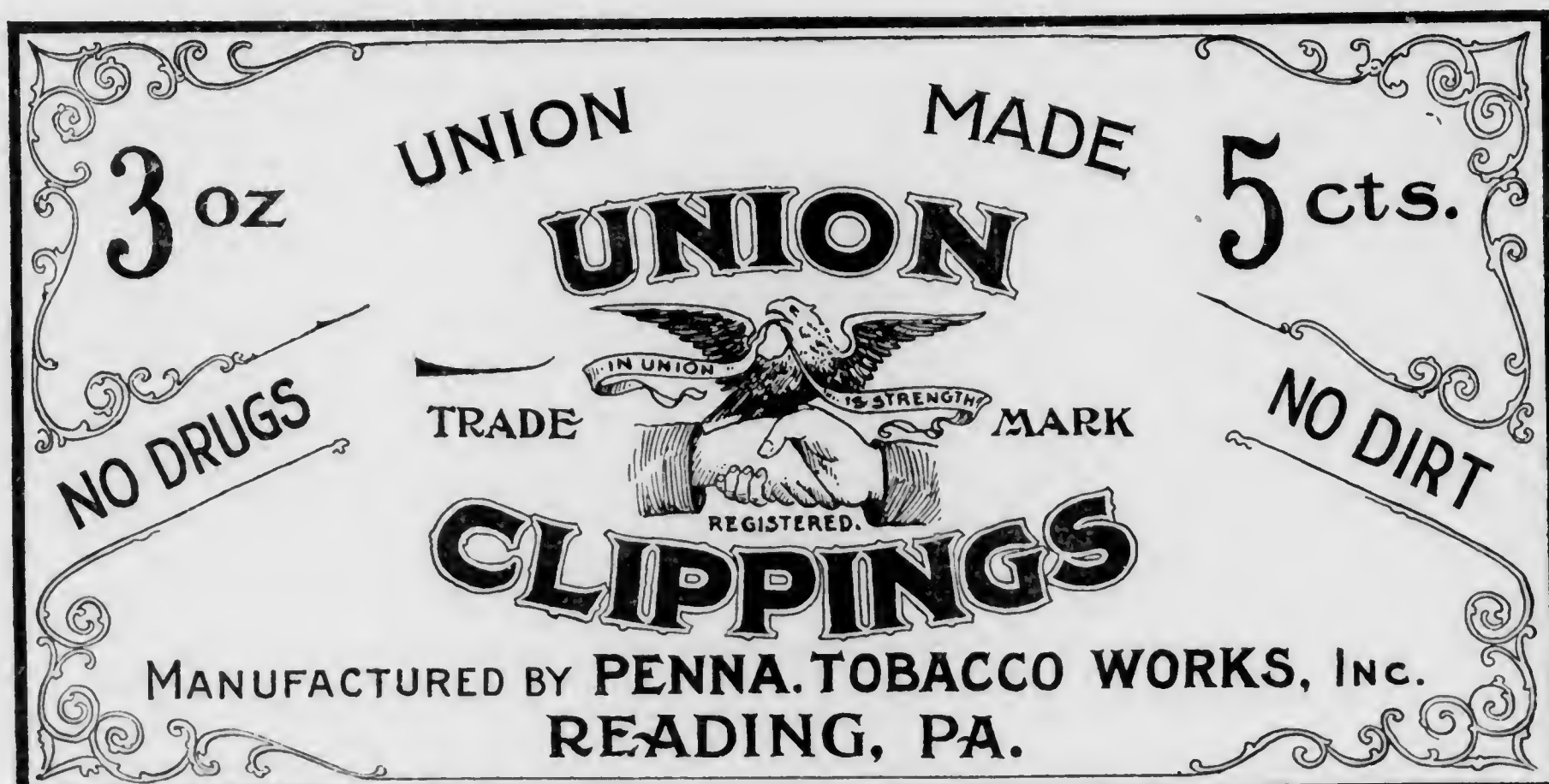


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Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

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Cigar.

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Smoke.
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We use the **BLUE LABEL** of the Cigarmakers'
International Union of America

WE SOLICIT YOUR CORRESPONDENCE.

Business Changes, Fires, Etc.

Alabama.
Montgomery—C. T. Fitzpatrick, cigars, receives real estate deed, \$8,500, and gives real estate mtge., \$6,000.
Connecticut.
Hartford—Louis Krug, manufacturer and retail cigars, sold out.
New Britain—William J. Radill, cigar mfr., mechanic's lien filed against him.
Torrington—Jas. Garry, cigars, closed by attachment.
District of Columbia.
Washington—R. M. Frank, cigars, etc., judgment, \$100.
Illinois.
Chicago—John Etreles, cigars, bill of sale, \$700.—Sherman Kiser, chattel mtge., \$500.—C. Pieruccini, cigars, bill of sale, \$3,000.
Maine.
Rockland—H. C. Clark, cigar mfr., chattel mtge., \$1,000.
Massachusetts.
Athol—Harry F. Hastings, cigars, tobacco, etc., attached, \$300.
Boston—Amos Quincy, cigars, etc., chattel mtge., \$150, June 28, 1901, discharged.—Hyman Robbins, wholesale and retail cigars and tobacco, petition in bankruptcy.
Lowell—Buckley Bros., Jas. H. Buckley, individually, cigars and tobacco, chattel mortgage, \$500.—James Corrock, chattel mtge., \$675.
Missouri.
St. Louis—Chas. Noonday Specht Cigar Co. filed articles of incorporation; capital stock, \$10,000.
New Hampshire.
Manchester—R. H. Bessette & Co., tobacco, etc., succeeded by M. E. Sargent.
New York.
Buffalo—C. J. Orff, cigars, etc., out of business.
Malone—D'Arcy & McCabe, wholesale and retail tobacco, succeeded by Arthur Gallant.
Troy—Fitzpatrick & Draper, wholesale tobacco, burned out.
Ohio.
Cincinnati—L. Seaman, of L. Seaman & Co., wholesale leaf tobacco, dead.
Lima—E. J. McElroy, cigars, sold out.
Oregon.
Portland—Sig. Sichel & Co., wholesale and retail cigars, burned out.
Pennsylvania.
Nazareth—James F. Moore, mfr. and retail cigars, judgment, \$1,500.
PATENTS RELATING TO TOBACCO, Etc.
747,999 Cigar branding machine; Isadore Liberman, Philadelphia, Pa.
748,440 Harvesting and curing tobacco; Joseph B. Underwood, Fayetteville, N. C.
The Burley Loose Tobacco Warehouse
Company has been incorporated at Lexington, Ky., with a capital of \$50,000. The incorporators are W. J. Loughridge, J. M. Skain, D. B. Jones, A. Smith Bowman, J. D. Purcell, C. J. Bronston and C. W. Bohmer, all of Lexington. The corporation is to continue for 99 years.

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Sample Sections submitted for your approval Free of Cost.

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AND CONSUMER

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The Band is Your Protection

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Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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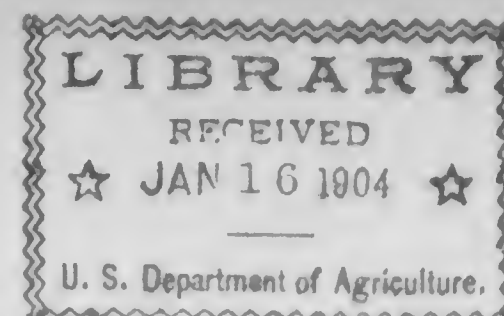


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ESTABLISHED IN 1881
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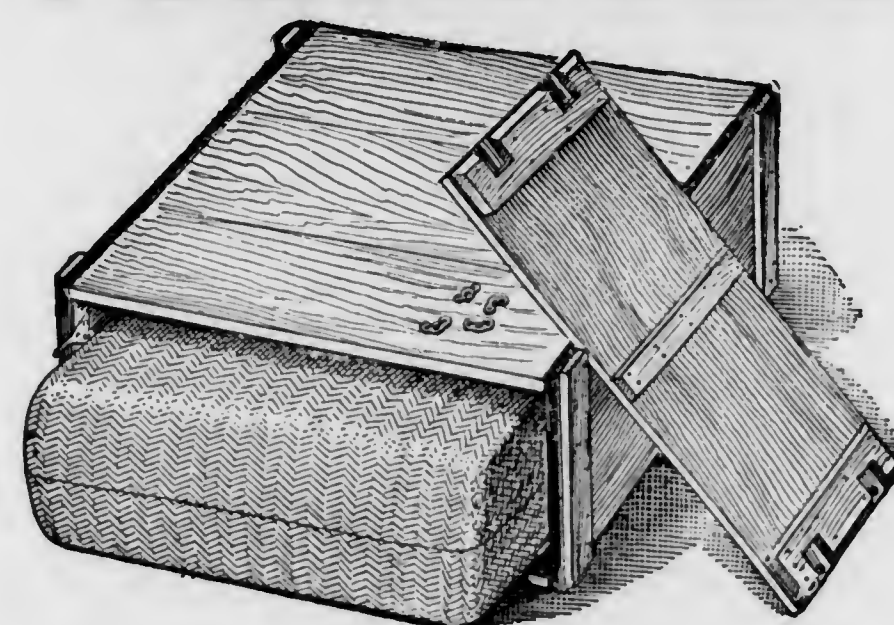
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No Chafing
No Damage by Hooks

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Established 1881 Incorporated 1902



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Pres'd and Gen'l Manager. Sect'y and Treas.

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The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Stocks in Havana.

THE TOBACCO WORLD'S Havana letter, always interesting, is particularly so this week, inasmuch as it contains positive and definite information concerning the available supplies of leaf tobacco in Cuba. This information is of great importance, and the enterprise of our Havana correspondent in enabling us to first make it public in this country is commendable. Statistics are given in great detail, showing receipts, sales, etc., for several months past. Concerning absolute accuracy of the figures there is some doubt; but even if the inventories in warehouses should show discrepancies the fact remains that there is danger of a decided scarcity of tobacco in Havana. There is, however, a supply ample for the demands of the next few months, but should the crop of 1904 fall materially below those of 1902 and 1903, in both of which there was a shortage, the reduction in duty in the newly established treaty bids fair to be more than offset by an increase in prices in Havana.

Smoke, Music and Mirth.

WHETHER the Retail Cigar and Tobacco Dealers' Association of Philadelphia is to continue in existence will be practically settled Monday evening, January 25.

The prospects certainly seem to be in favor of continuance of the organization.

If twenty-five members can be brought together all the restrictions which now hamper the management, without good reason, can be removed. The association has never suffered for lack of funds. It has suffered simply from lack of interest. The constitution and by-laws were drafted and adopted under a belief that the membership would number several hundred and that the general interest in the organization would continue. Since the widespread fears that new and organized competition would seriously injure long established Philadelphia dealers were found to be without good foundation in fact, none of the meetings of the association have aroused sufficient interest to attract more than a bare quorum, and of late even the necessary twenty-five members haven't responded.

Some special inducement to secure the necessary attendance for transaction of business evidently being necessary, the directors have, as announced elsewhere, decided that musical and other entertaining features, besides free cigars for all present, shall be provided at the meeting to be called for January 25. Although a definite sum for payment of "talent" etc., was voted, the committee was instructed to expend even more if necessary to provide a thoroughly good entertainment.

No expense, whatever, will be incurred by attendance at the coming Smoker, the association having ample funds in its treasury to meet all ordinary demands for a considerable time to come. The Smoker is not intended as an inducement to assemble the members in order that they may be urged to contribute funds, but is designed to insure an attendance which will legally and finally decide how the association's affairs are to be conducted in the future.

Each member will receive tickets which will enable him to invite two friends to enjoy the evening with him, and this arrangement should certainly furnish an additional inducement to be present.

The hall where the meeting and smoker are to be held is one of the most attractive in the city, being tastefully decorated and provided with all comforts and appurtenances. It is also very centrally located, 1414 Arch street being only about a minute's walk from the City Hall.

Come, Retailers of Philadelphia—Gettogether! Decide the questions pending in the association just as you please, but decide! Vote in any way you deem wise, but vote! Don't let the association die of inanition. Kill it if you think best, but don't let it drag along in a neither alive nor dead condition. You'll not waste your evening. You'll have a good time, whatever may be the business transacted. The Smoker will cost you nothing. Everything will be free for you and the friends you bring with you.

Get-Rich-Quick Enterprise.

APPARENTLY the attempt to establish stock speculating agencies in Philadelphia cigar stores hasn't been successful. Even where cigar dealers were induced by a commission of ten per cent. of the gross receipts to display the advertising cards and to pay the speculators who guessed right when guessing whether the "stock" would be reported as having gone up or as having gone down, the fact that betting on the toss of a cent would be no more uncertain has made investments few and small.

One Market street cigar dealer who accepted an agency decided last week to accept no more orders to either buy or sell, having heard nothing from the management since the day before New Year's. Beginning on December 21 and ending on December 30, with an intermission of four days at Christmas time, he was provided with a new display card daily and the man by whom the card was brought cashed the few winning orders there were, and collected on the losing ones. Since 1904 began, however, there has been none of such daily visits, and the enterprise appears to have been abandoned.

It is interesting, nevertheless, to do a little figuring to see what the possibilities of money making were. Of course whoever invested twenty-five cents as margin on one share of the, supposedly, mythical stock did so without anything to guide him in deciding whether to "buy" or "sell." All he knew was that the succeeding afternoon a card giving the "opening price" and the "closing price" would be displayed and that if he won he would receive one cent on each "point" for each "share."

The scheme was certainly a shrewd one in many respects and, if confidence in its permanency could have been created, promised to become very popular among people with a taste for crap-shooting, policy playing and other petty gambling.

Following are the "quotations" for the six days on which the display cards were left at the store spoken of above:

December	21	22	23	28	29	30
Opening Price	\$3.79	3.73	4.06	3.48	3.71	3.97
Closing	"	\$4.11	4.04	3.57	3.75	3.99



A speculator guessing right for every one of the six days would have made a total of \$1.90 on an investment of twenty-five cents. If he had guessed wrong every day he would have lost every cent he invested, as it will be seen that in no instance with one exception did the "stock" vary less than twenty-five points. In that one instance the variation was twenty-three points, which is just the amount the order-blanks used credit the purchaser with, the natural inference on reading the order being that the other two cents is the store-keeper's commission.


For every dollar invested the first day on the "long side" there was due the investor four times the difference between \$3.79 and \$4.11, which amounted to \$1.28. More than 125 per cent. in one day! The next day the profits on each dollar invested were \$1.24. Practically 125 per cent. again! Next day, however, the "market" took a decided drop, and the stock fell off forty-nine "points." Bad for those who "bought," but good for those who "sold." The gain of sixty-three "points" in the first two days were thus cut down to fourteen. In the next three days on which the cards were issued there were two gains and one loss, the total gains for four of the six days being 118 "points" and the total declines for the two days being seventy-two "points."

Possibly the scheme was legal and honest but if investigation should prove it to have been neither there need be no occasion for surprise.

E. A. CÁLVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

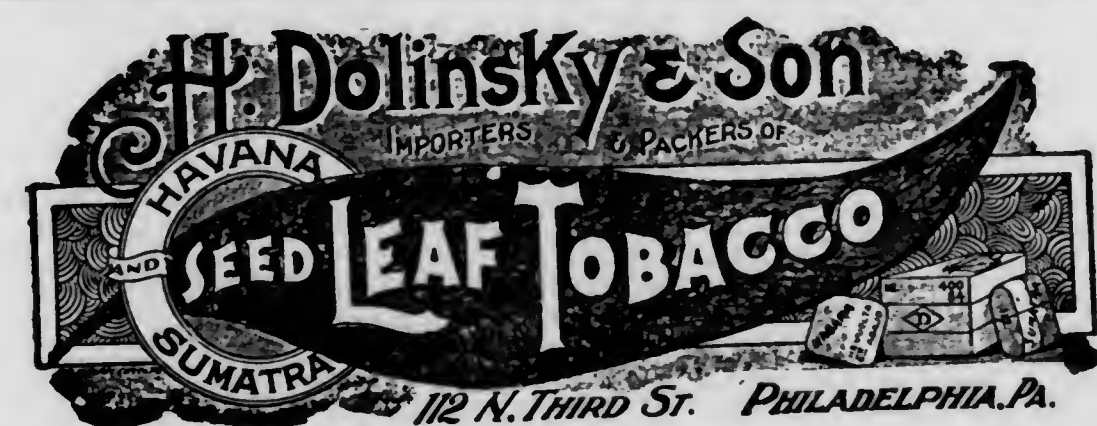
J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  **Leaf Tobacco** 107 Arch St.
PHILADA.

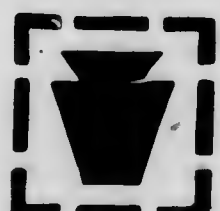

Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Importers of Havana and Sumatra **Tobacco**
Packers of Seed Leaf
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF TOBACCO**
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **SEED LEAF, HAVANA and SUMATRA Tobacco**
118 N. 3d St. Phila.

 **Young & Newman, Sumatra & Havana** 
227 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.



BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CÁLVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

As a Side Venture.

It is not difficult to understand that the primary object of retail advertising is to induce people to visit the advertiser's store, the presumption being that, once inside, they will be likely to make purchases of larger or smaller extent.

As a means of accomplishing this object—getting 'em in—the plan desired and put into operation by the proprietor of a newly-opened store deserves mention. This store is what might be termed a "neighborhood" store. It is out of the business center—quite a distance out. It is even away from the most prominent thoroughfares.

The first few weeks demonstrated the fact that when people came to the store they were favorably impressed, and care was taken that the good impression should be strengthened to the greatest possible extent by every available means. Having done this, the next problem was to insure the return visits of as many as might be of those who came at first merely from curiosity.

The idea of a book exchange occurred to the proprietor. The stock comprised some 250 to 300 of the ordinary paper covered books of standard fiction, travel, etc., which were retailed at 10 cents a copy. On one of the regular weekly handbills which the store issued it was announced that every person who purchased one of these books would be given an "Exchange Card" which would entitle the holder to the privilege of exchanging the book purchased for any other 10-cent book in the stock, as many times as desired, for a period of three months.

In addition to the books the proprietor supplied the exchange counter with several copies of each of the most popular magazines—Munsey's, McClure's, The Delineator and half a dozen others. These were included in the exchange privilege on the same terms as the books.

The "Exchange Cards" which were issued were about 2 1/4 x 4 inches, and were printed with blanks for the name and address of the person to whom issued, while around the margin were the figures and months so that the date of expiration could be punched out.

The only conditions prescribed were that the holder should purchase one 10-cent book to start with, should return each book or magazine in good condition, and that no exchange would be made upon presentation of the card by any one except the one to whom it was issued.

This latter provision was inserted so that the holder would be obliged to come in person to make exchanges, instead of delegating the matter to a child.

The Exchange has been in operation but a short time at this writing, but it gives every indication of fulfilling to a satisfactory degree the expectations of its projector. A surprisingly large number of cards were taken out in the first two or three days, and the demand continues steady.

It will be readily seen that the plan does not involve any great expenditure of money. In fact, with the exception of the cost of the magazines, (which are bought at wholesale rates), it is practically self-sustaining. Two hundred books at 6 1/2 cents cost \$13.50, and when 135 cards are issued the entire 200 are paid for. No additional help is required. Patrons are allowed to choose for themselves from the books on the counter, in exchanging.

Cashing Checks for Customers.

Many a retail cigar dealer has a habit of cashing checks for his customers. He is frequently used as a convenience in this respect, particularly in neighborhoods where banking facilities are scarce. A West Philadelphia grocer who has been cashing checks for customers got into a snarl the other day which shows the necessity for caution.

A wealthy woman who had been buying a good many goods of him got behind to the extent of about \$200. The grocer failed to collect, so instituted suit. The case was tried and the woman defended on the ground that she had paid the bill in full. She introduced in evidence a number of returned checks made by her husband to the order of the grocer, indorsed by him and paid through his bank.

The grocer's lawyer was nonplussed, and so was the grocer for a moment until he examined the checks and saw that they were checks he had cashed for the woman. His attorney added the amounts up and saw that they represented a sum twice as much as the amount of the bill, and on that discrepancy made his argument and got judgment.

The moral seems to be—for cigar dealers as well as grocers—Be extremely wary about cashing any checks for customers, especially those made out to your own order.

Plain Facts Told Plainly.

With the coming of a new year the man who can profit by his past mistakes

has something to look forward to. He can see where he can improve his business system and thereby improve his business. It gives him a new standard, something to work for during the new year. It furnishes what is hard for some men to find—pleasure in their work.

To be honest with themselves is as hard for some merchants as it was for the good old Scotch lady to believe there was any other church in the world as good as her own. But it pays to look ourselves over well when starting on the new year and pick the flaws as well as taking a long view at the perfect spots.

The successes of 1903 are now a thing of the past. They are good as teachers only, and in that they rank no higher than the defeats, for the best lessons are usually learned from defeats. So in planning for the new year's endeavor, no matter what it may be, go back over the old road and find the spots where you stumbled. The salesman will endeavor to do better in 1904 where he failed in 1903. If he has not been successful in selling you he will study his shortcomings to find exactly where he failed. He will be assisted by his house in this investigation and in carrying out his new plans. That is system.

The retailer who studies his business and his work will, follow such a system. He will survey the field carefully for the weak spots. Then arm himself and his clerks against danger from that quarter. That is where experience is valuable. That is where defeats teach us more than successes.

There is everything in determination and system. The merchant who begins the year determined to make a better record than that of the preceding year will come nearer it, other conditions being equal, than the merchant who does not start with that much steam. The well-laid plans may go awry, but the merchant with a plan will succeed where many times the merchant without a plan will fail. When you start on a business journey lasting one year, it is well to get some idea of what you hope to see at the other end. You travel more intelligently than if you simply take each day's walk as it comes without regard to its relation to the future.—Eli, in Com. Bulletin.

Are You Guilty?

A merchant out West could not keep his employees for the following reasons: He adapted slave-driving methods. He took no interest in their welfare.

He was arbitrary, captious, and unjust. He always appealed to the worst in them instead of the best.

He considered that their entire salaries were in their envelopes.

His policy was to get the most work out of them for the least wages.

He regarded them merely as a part of the machinery of his business.

He resented the idea that his employees should share in his prosperity.

He used them as safety-valves to vent the spleen of his drastic moods.

He humiliated his employees by rebuking them in the presence of others.

He never trusted them, but always held suspicious thoughts toward them.

He killed their enthusiasm by finding fault and never praising or appreciating them.

He tried to make them feel that neither he nor his business owed anything to them.

He stifled ambition by treating the careless and the careful alike.

He never asked himself, "What is the matter with me?" but "What is the matter with my help?"

He constantly made them work overtime without remuneration, but if they were a minute late they were fined.—Success.

A Real Purpose.

Every merchant wants business. Every store wants all the trade that can be stirred up. Every establishment is directly interested in moving goods. Every buyer wants to buy that which will move from the store to interested purchasers. When the stock is bought there should be some reason for the buying. When goods are displayed there should be such an arrangement as will make the place pleasing. The buying of the stock and the offering of it to the people should be done in a way to create greatest interest. The goods are probably good or the buyer would not have put them in stock. The real purpose of the business man is to get business. The success of the stores is what makes most of the prosperity of the community. The activity of business men has its effect on the general feeling of a town. A substantial city is a place where much business is done and where both business men and customers share the good things of the market. It is important that the best things be sold, that a great many of them be moved, and that each buyer gets the full worth of what is coming to him. The purpose is accomplished by knowing what is wanted and knowing how to get what is wanted. The activity of the merchant means the success of his people and the moving of stock. The best way to accomplish a given thing is to act on the best lines and to decide which are the best lines by carefully studying them. Every store can succeed if each store is run on lines which command success.

Capacity, One Million per Week.

Correspondence with the
Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.



Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

PORT OF NEW YORK. IMPORTS

Arrivals at the port of New York from
foreign points during the week
ending January 9, 1904.

Ponce.—American Tobacco Co., 5
cases cigarettes.
Havana.—G. Amsinck & Co., 10 cases
cigarettes.
Piraeus.—G. Grekorakis, 23 bales to-
bacco.

HAVANA TOBACCO.

Str. Monterey, arrived Jan. 4:
(507 bales; 278 bbls.)

S. Rossin & Sons 235 bales
Weil & Co. 127 "
Joseph L. Gans 83 "
Rodrigo, Fernandez & Co. 30 "
Carl Upmann 15 "
A. Murphy & Co. 12 "
A. Blumlein & Co. 5 "
James E. Ward & Co. 278 bbls.

Str. Morro Castle, arrived Jan. 6:

(2,103 bales; 82 bbls.; 291 cases.)
Hinsdale Smith & Co. 1,215 bales
James E. Ward & Co. 426 "
A. E. Kraussman 200 "
S. Puppini 98 "
Leonard Friedman & Co. 85 "
Harz Bros. 29 "
I. Bijur & Son 21 "
S. Rossin & Son 15 "
A. Murphy & Co. 10 "
S. L. Goldberg & Son 4 "
James E. Ward & Co. 46 bbls.
A. Gonzales & Co. 31 "
Leonard Friedman & Co. 5 "
James E. Ward & Co. 291 cases

HAVANA CIGARS.

Str. Monterey, arrived Jan. 4:
(23 cases)

L. J. Spence 10 cases

G. S. Nicholas 5 cases
James E. Ward & Co. 5 "
Order 3 "

Str. Morro Castle, arrived Jan. 6:
(197 cases.)

Havana Tobacco Co. 126 cases
G. S. Nicholas 37 "
Park & Tilford 9 "
National Cuba Co. 9 "
Calixto Lopez & Co. 7 "
Duncan & Moorhead 3 "
A. Schutte 3 "
R. W. Cameron & Co. 1 case
John A. Pett 1 "
Antonio Gonzalez 1 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Jan. 5:
(484 cases)

American Tobacco Co. 161 cases
J. Cohn & Co. 126 "
A. S. Lascelles & Co. 32 "
Levi Blumenstein & Co. 25 "
West Indies Cigar Co. 25 "
Victor Malga & Co. 23 "
G. W. Sheldon & Co. 23 "
American W. I. Trading Co. 17 "
M. Rucabado 16 "
Cadiz Cigar Co. 8 "
F. Bonilla & Co. 7 "
Porto Rico Commercial Co. 5 "
American Express Co. 4 "
Dorlach Bros. 4 "
P. & J. Frank 3 "
R. A. Manrique, Sola & Co. 3 "
Arbuckle Good Com. Co. 1 case
Mandell & Co. 1 "

—The Connecticut Supreme Court has
sustained the decision in the Devine-
Warner case, allowing John J. Devine,
of Suffield, damages to the amount of
\$631.93 in his suit against H. O. Warner,
of New Milford, on account of Mr. De-
vine's loss through the refusal of Mr.
Warner to accept a crop of tobacco bar-
gained for in the fall of 1899.

ILLEGAL IMITATION.

Alleged in a Suit Concerning Labels
on Cigar Boxes.

Hartford, Conn., Jan. 11.—Judge Case,
Saturday, at the county building in this
city heard arguments of counsel as to
the form the restraining order should
take in the suit of Kafka & Co., of
New Haven, against George D. Mahon-
ey, of Bridgeport. The action is pend-
ing in the Superior Court of New Ha-
ven County and was recently heard by
Judge Case on plaintiff's motion for an
injunction. The motion was granted.

The plaintiff manufactures a cigar
called the "New Haven Register" and
the label on the box is in imitation of
the heading on The New Haven Regis-
ter. The label is made to appear as if
it were torn from the title page of the
newspaper and attached to the box.
The defendant manufactures a cigar
which he calls the "Bridgeport Farmer"
and the labels on his cigar boxes are
attached in the same way as the plain-
tiff's. Judge Case on hearing the parties
held that the defendant had infringed
rights of the plaintiff and he granted
the plaintiff's motion for an injunction.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN

Leaf :: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

WHO OWNS THE TOBACCO?

Fifty Cases Involved in a Suit
Caused by Sutter Brothers' Failure.

Boston, Mass., Jan. 9.—A bill brought
by Charles A. Campbell vs. Henry G.
Taylor Co., of Westfield, to recover
50 cases of leaf tobacco in the possession
of the defendant, which plaintiff claims
to have bought of Sutter Bros., of Chi-
cago, was heard by Judge Gaskill in
the equity merit session of the Superior
Court yesterday. The plaintiff claims
Sutter Bros. had made a contract with
the defendant to purchase his entire
crop of 1902 and had given notes to
him.

The tobacco was delivered from time
to time when payments were made. Sut-
ter Bros. sold 50 cases of tobacco to the
plaintiff, who paid for it, and before
delivery Sutter Bros. made an assign-
ment. The defendant claims that the
title to 85 cases of tobacco which he
had in his possession at the time of the
assignment had not passed to Sutter
Bros., who were largely indebted to
him, and that he should not be required
to deliver 50 cases asked for by plain-
tiff.

No Smoking by Students.

Delaware, Ohio, Jan. 9.—There will
be no more smoking among Ohio Wes-
leyan University students. The rule is
one of long standing, but has not been
rigidly enforced. When students who
had been addicted to the use of tobacco
attempted to enroll for the new term to-
day, they were first obliged to sign a
pledge to smoke no more.

Most of them took the alternative rather
than forfeit their student privileges.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

HIPPLE BROTHERS.

Professional physiognomists are few
and far between, but everybody who has
brains enough to justify him in having a
place on the face of the earth is, even if
unconsciously, a physiognomist.

In other words, everybody who amounts
to anything, is able, ninety-nine times
out of every hundred, to tell by a glance
at a new acquaintance whether that new
acquaintance is worth cultivating, either
socially or in a business way.

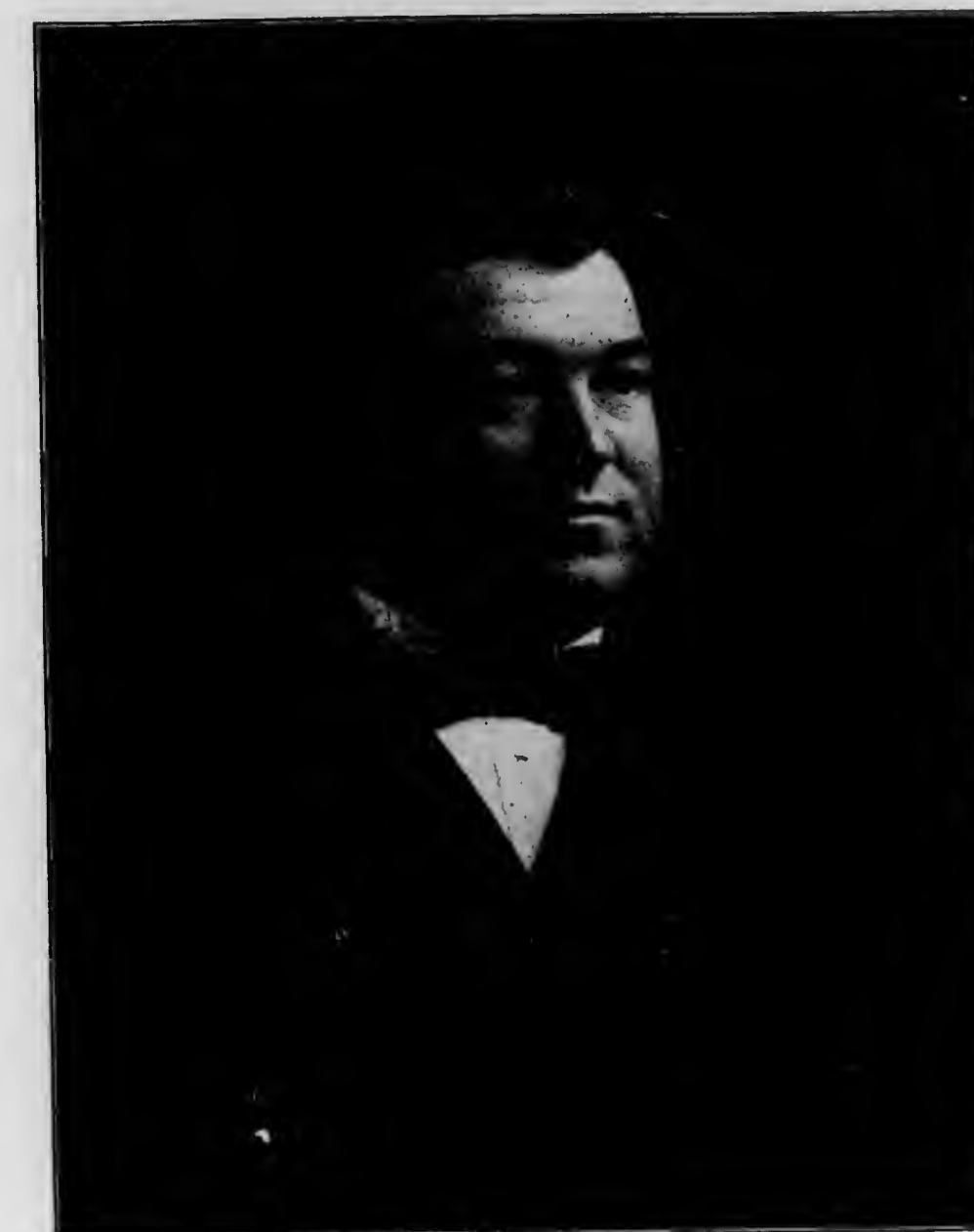
No man, after he has passed the years
when business is merely an irksome
necessity instead of being a contest in
which industry, activity and good judg-
ment find their reward, cares whether he
is considered "good-looking" from the
Chauncey Olcott or Andrew Mack view-
point; but every man who has reached
maturity and has won a well-established
position in the world has a right to ex-
pect that his personal appearance will
be prima facie evidence that he is a man
of standing in whatever circles he is best
known.

In connection with this article, The
Tobacco World publishes the portraits
of Charles M. and Fred. A. Hipple, who
do business under the firm-style of Hip-
ple Brothers, at 231 Arch street, Phila-
delphia.

Only within a comparatively few years
has publication of portraits in daily news-
papers and in trade journals become
general, but the custom is one which
adds to the effectiveness of the publica-
tion. When a portrait of a woman is
published, the beauty of the original, or
the richness and elaborateness of her
clothing are the characteristics which
lend most value to the picture; but when
portraits of men are published their prin-
cipal value lies in the impression given
by them of virile strength, of ability
to meet and conquer obstacles, of intelli-
gent comprehension of the business
problems which confront them, and of
power to meet and overcome such ob-
stacles and to achieve success.

Without throwing any bouquets at the
Messrs. Hipple, and without saying that
they have reason to thank the Good Lord
for making them as they are, any good
judge of men would, on seeing the pic-
tures which accompany this article, pro-
nounce the subjects to be men of positive
character, of definite purpose, of good
judgment, of persistent application, and
of pronounced personality.

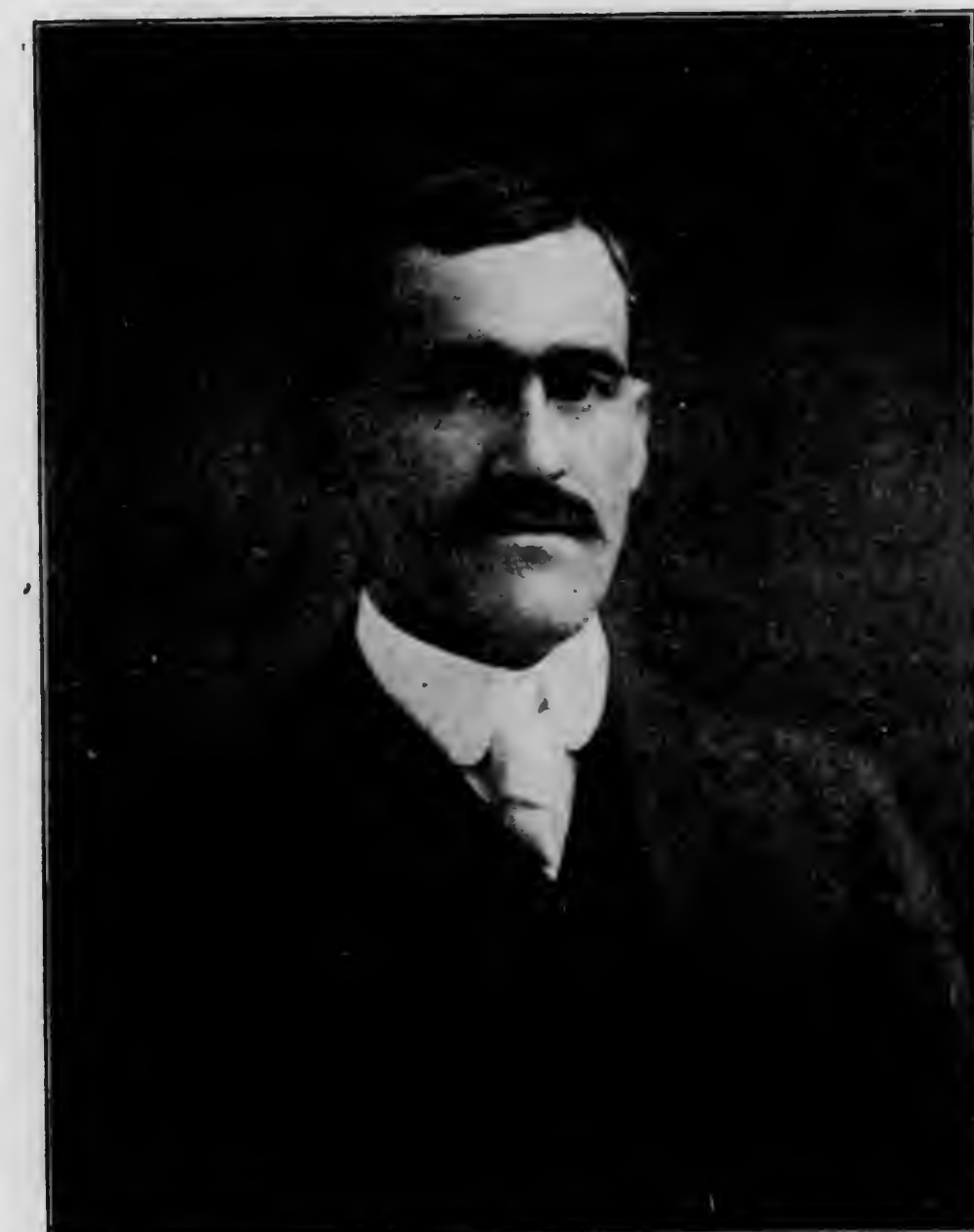
Very many readers of The Tobacco
World, however, would have no occasion,
if called upon to express opinions con-
cerning the Messrs. Hipple, to form such
an opinion merely from looking at their
portraits. Charles M. Hipple and Fred.
A. Hipple are personally known to a
very large proportion of cigar manufac-



FRED. A. HIPPLE.

turers in Philadelphia, and within a con-
siderable number of miles of Philadel-
phia. They don't sit in their office
waiting for business. They go into their
warerooms and attend to whatever busi-
ness needs attention. When the office
business and the wareroom business has
been attended to, they go out looking for
more business. And they get what they
go for. Only six years have passed since
they came into possession of a small
cigar store and a cellar at Ninth and
Oxford streets. From cigar making on
a comparatively small scale they soon

passed on to dealing in leaf tobacco, and
a transfer of their place of business to
North Third street resulted. Here their
prosperity continued to increase; and to
take care of their business they were
compelled to move to their present ad-
dress, where they occupy the entire build-
ing. Wherever any business is to be
done in the leaf tobacco business one of
the Hipple Brothers can be found. They
know what to buy and what to sell. They
know when to buy and when to sell.
They are business men, born. They are
business men, bred. Nobody can take



CHARLES M. HIPPLE.

advantage of them, and they take advan-
tage of nobody. Of course, they are not
in business for their health. They are
in business to make money. They
make money—good, big lots of it; but
every dollar that comes in to them is a
dollar that they are honestly entitled to—
for integrity and squareness and fairness
are shown in every instance in which
they do business, either with the seller
or the buyer.

CONDITIONS IN KENTUCKY.

Lack of Sales of Stock on Hand Dis-
courage Planters for 1904.

Paducah, Ky., Jan. 9.—But few plant
beds for the next tobacco crop have been
burned in this and adjoining counties.

The farmers see no prospect of dis-
posing of their 1903 crop, and therefore,
are making scarcely any arrangements
for a crop in 1904.

On account of cold, dry and harsh
weather but little tobacco has been strip-
ped. The bulk of the last crop is still
hanging in the barns. A year ago at
this time the market here was swamped
with tobacco, while now everything is
at a dead standstill, nothing being done
by the warehouses.

From present indications the acreage
of 1904 in West Kentucky will be the
smallest in the history of the dark to-
bacco country. Similar reports come
from Clarksville and Mayfield.

Madisonville, Ky., Jan. 9.—It is very
evident that the tobacco crop in this
section of the State will be a very short
one the coming year, as the farmers are
burning no plant beds nor making any
other preparations for cultivating a crop
of the weed. They seem perfectly dis-
gusted with the present situation, and
declare that they will never grow an-
other plant so long as the price remains
as low as at present. Some few have
burned plant ground, but the largest to-
bacco growers have refused to take any
steps along this line.

Kentucky's Loss Ohio's Gain.

Cincinnati, Ohio, Jan. 9.—One of the
big surprises of the tobacco trade is the
heavy slump in business in the Louis-
ville market during the past year. From
120,067 hhd. of Burley offered in 1902,
the total last year dwindled down to
82,005 hhd., or 38,062 hhd. less than
the year previous.

Louisville also went back in its offer-
ings of dark tobacco, offering 40,230
hhd. in 1903 and 43,800 hhd. in 1902.
This indicates plainly that Louisville has
lost its grip as a Burley centre, while
Cincinnati is in the ascendancy.

The record in the local market last
year was a satisfactory one, and the
volume exceeded that of 1902. The
warehouse interests here gave the
amount of actual sales, in dollars, for
1903, which shows an average of \$100.12
per hhd. for the 54,284 hhd. sold dur-
ing the year, against \$97.07 per hhd. for
1902 on actual sales of 51,045 hhd.

Louisville did not issue a statement of
its cash sales for 1903, possibly because
the average value per hhd. is as unsatis-
factory as the tremendous decline in its
offerings and receipts were for the year.
In the matter of actual sales Louisville
had 70,279 hhd. of Burley in 1903 and
96,535 hhd. in 1902.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

Cable Address
"HERR."

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.

J. L. & M. F. GREENE,

PACKING HOUSES:
Janesville,
Milton,
Albany, } Wis.



LOUIS BYTHINER

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

FULL DETAILS OF STOCKS HELD IN HAVANA.

Statistics Which Show That the Market Will Be Affected Very Materially By the Success or Failure of the 1904 Crop—Almost No Reserve from Previous Years.

The Havana market last week was quiet and the movement less than at corresponding times in previous years, owing to the absence of buyers from the north. All prime goods are held very firm, but holders are disposed to make some concessions upon less desirable classes, which will not stand any longer storage in this climate than during the winter months. The statistical position of the Havana market is as follows:
Stocks of all growths (1901, 1902 and 1903 crops) in first hands October 3, 1903:

	Vuelta Abajo & Semi Vuelta.	Partido.	Remedios & Matanzas & Santiago.
Bales.	70,900	17,107	31,123
Oct. 11-Dec. 31, 1903.	10,940	4,249	51,028
1903, reported.	90,900	21,356	82,151
Sales from Oct. 12-Dec. 31, 1903.	38,400	6,760	47,850
Stock on hand Dec. 31, 1903.	52,500	14,600	34,301
Total of all kinds of leaf, 101,407 bales.			

An actual count in the different warehouses is now in progress, and while the same is not completed, it looks, however, that either the sales reported weekly have been stated too low, or that some allowance must be made for the tobacco received from the country, which was either used by the local manufacturers or shipped to the north and Europe, thus not entering in the weekly record of sales.

The total receipts from the country comprise from May 1, 1903, to December 31, 1903:

	Vuelta Abajo & Semi Vuelta.	Partido.	Remedios, Matanzas & Santiago.	Total.
Bales.	173,862	46,710	119,679	340,251
Less received of the 1902 crop up to May 1, 1903.	14,051	2,291	28,434	44,776
Add possible receipts of the 1903 crop to arrive from the country estimated.	160,811	44,419	91,245	296,475
Total crop 1903 in round numbers.	162,000	45,000	95,000	302,000

Estimating that 23,000 bales of the 1903 crop may have been shipped from the other ports of the Island of Cuba, such as Santiago de Cuba, Manzanillo, Cienfuegos, Gibara and Caibarien, it would make the total crop 325,000 bales, against 500,000 bales as a normal crop, or a shortage of 175,000 bales in the to-

bacco crop of the Island of Cuba in 1903. Last year, in 1902, the total crop was about 420,000 bales.

Exports of leaf tobacco from the port of Havana up to December 31, 1903, were 299,249 bales (including barrels of stripped fillers), almost equaling the production of the whole of the 1903 crop, as received in the City of Havana.

As the Havana cigar and cigarette factories use from 125,000 to 150,000 bales in the production of cigars and cigarettes, the stocks on hand upon January 1, 1903, must have been in first and second hands from 250,000 to, perhaps, 300,000 bales; otherwise without these supplies of the 1901 and 1902 crops the Havana market would be bare of stock, which is not the case. In any event, if the present consumption continues the comparatively small supplies of the 1901, 1902 and 1903 crops will be all needed before the 1904 crop can be put upon the market.

Sales during the week past up to December 31, were 2100 bales in all—800 Vuelta Abajo, 100 Partido and 1200 Remedios. Distribution was given as 1300 for the United States, 500 for Europe and 300 bales for the local factories.

THE 1904 CROP.

Generally speaking, the reports of the growing crops are very promising, as the late rains have benefited the young plants greatly, and a large crop is therefore more of a possibility, as well as probability, than two weeks ago. Quality is still an unknown factor, as too much depends upon the weather to come. Experiments with the shade-grown tobacco have been extended in the Vuelta Abajo and Partido region, as it seems that results obtained so far have proved satisfactory to the planter and manufacturer. One great advantage of shade is that it prevents the leaves from breaking in a strong breeze, as well as keeps the insects out, when proper care is taken. As this year the tobacco plants are sound and nothing has been heard of any plague of insects, as in former years, the open field plantings so far are progressing as finely as those that are covered by cheese cloth. The method of taring off only the ripe leaves and letting the others still grow upon the plant is certainly a vast improvement upon the old way of raising the nicotine plant, although the process is costlier.

BUYERS COME AND GO.

Arrivals—Fritz Jacoby, the well-known broker, of New York; J. M. For-

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



**SOL and
LUIS MARX**

Consulado 91, HAVANA.



JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

—THE TOBACCO WORLD—

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

JOSE MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
HAVANA, CUBA.
Cable: Zaidco

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

ABELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Habana
Cable: ONILEVA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
Cable: "Donaltes." Havana, Cuba.
San Miguel 100,

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Tobacco Interests at Washington.
Independent Manufacturers Prepare a
Memorial Against the Brick Bill.
Washington, D. C., Jan. 9.—The Taw-
ney bill, H. R. 6, and the Brick bill,
H. R. 97, have received a black eye at
the hands of the independent tobacco
manufacturers this week in the shape
of a carefully prepared memorial pre-
sented to Congress through Representa-
tive Grosvenor, of Ohio, which is now
in the hands of the House Committee
on Ways and Means.

CIGAR MANUFACTURERS.
Havana cigar manufacturers are busy
taking stock and feel hopeful that the
year 1904 will prove more favorable to
them than 1903 was, as in the majority
of instances they are glad if they received
a new dollar back for an old one. Whether
the reciprocity treaty will really benefit
them is still a riddle. With the high prices
for the raw leaf most of them have issued
circulars that they will not allow any more
discounts in future and that prices are net.
Orders from England are a trifle more in
evidence, the "Sol" factory management says.

BUYING, SELLING, ETC.
Muniz Hnos & Co. sold 300 bales of
Vuelta Abajo and Remedios.
Luis Goldsmith and his brother are
actively looking for suitable goods for
their trade.

Rodriguez, Bantista & Co. shipped 300
bales of Remedios to Europe.
Sobrinos de A. Gonzales disposed of
250 bales of Vuelta Abajo, Partido and
Remedios, and shipped another 3000
bales per steamer "Prinz August Wil-
helm" to Santander, Spain, for the Span-
ish Regie. This makes over 20,000 bales
that they have forwarded already in this
direction.

Sobrinos de V. Diaz report no sales,
but state that they have cut already
over 1000 cunjes in excellent condition
upon their Tumbadero farm. "El Ma-
may."

The Loeb-Nunez Havana Co. sold and
shipped 200 bales of Remedios to the
United States.

G. Salomon y Hnos closed the old year
in good style by turning over 200 bales
of Vuelta Abajo and Remedios.

Jose F. Rocha was a seller to the ex-
tent of 200 bales of Vuelta Abajo to lo-
cal factories and to Northern customers.
Leonard, Friedman & Co. kept the ball
rolling by selling 100 bales of Vuelta
Abajo.

Leslie Pantin supplied the S. S. "Mor-
ro Castle" with 1334 bales for his cus-
tomers, thus starting the new year well.

Charles Blasco also commenced the
new year well by purchasing 300 bales
upon commission for his friends.

Receipts of Tobacco from the Country,
Week Ending Since
Dec. 31. Jan. 1.
Bales Bales
Vuelta Abajo 313 163,559
Semi Vuelta 105 10,303
Partido 241 46,710
Matanzas — 173
S. Clara & Remedios 325 110,777
Santiago de Cuba 5 8,729
Total 989 340,251

Tobacco Interests at Washington.

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manufacturers this week in the shape
of a carefully prepared memorial pre-
sented to Congress through Representa-
tive Grosvenor, of Ohio, which is now
in the hands of the House Committee
on Ways and Means.

The independent tobacco manufactur-
ers whose names are signed to this
document, either through the individual
members of the firms, the president or
the secretary of the companies, are as
follows:

The Bloch Bros. Tobacco Co., Wheel-
ing, W. Va.

The Pinkerton Tobacco Co., Zanes-
ville, O.

Universal Tobacco Co., V. D. Paul,
president, New York, N. Y.

Charles Gross & Co., Philadelphia, Pa.

Bland Tobacco Co., Petersburg, Va.

Berry Suhlberg Tobacco Co., Bedford
City, Va.

Hancock Bros., Lynchburg, Va.

Brown & Williamson, Salem, Winston,
N. C.

R. P. Richardson, Jr. & Sons, Reids-
ville, N. C.

Lipfert, Seales & Co., Winston-Salem,
N. C.

Taylor Bros., Winston-Salem, N. C.

The F. R. Penn Tobacco Co., Reids-
ville, N. C.

H. Motley Co., Reidsville, N. C.

Commonwealth Tobacco Co., Rich-
mond, Va.

C. M. Remington, Baltimore, Md.

Noll & Williams, Louisville, Ky.

Spencer Bros., Martinsville, Va.

M. D. Bailey, Winston-Salem, N. C.

H. N. Martin Co., Louisville, Ky.

Bailey Bros., Winston-Salem, N. C.

Whitaker-Hervey Co., Winston-Salem,
N. C.

F. M. Bohannon, Winston-Salem,
N. C.

These manufacturers declare that the
methods of advertising prohibited by
H. R. 6 and 97 have been found attrac-
tive to the consumer and unobjection-
able by the revenue officers of the Gov-
ernment, and so effective and economi-
cal for the manufacturer that the good
will and identity, so far as concerns the
public, of many a business is largely
involved and would be destroyed. The
memorial contains a complete history of
all legislation along this line since 1891,
when foreign articles of merchandise
were excluded from all packages of to-
bacco, cigars, etc.

As to H. R. No. 6, it is declared to
be clearly unconstitutional.

Instead of these measures being aimed
against the "Trust," the memorial says,
they are really for the benefit of that
corporation. The next hearing before
the House Committee on these two bills
will be January 15th.

The Merchants' Association of New
(Continued on p. 24.)

J. Lichtenstein & Co.

131 Water St. Leaf Tobacco NEW YORK

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10,
HAVANA.

ARGUELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana
Cigars:
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
1014-1020 Second Ave., NEW YORK.
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826
LAWRENCE ST.
PHILADELPHIA
SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

J. & E. Cranz, Importers of New York Amsterdam. Sumatra Tobacco, 144 Maiden Lane. Braschi.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

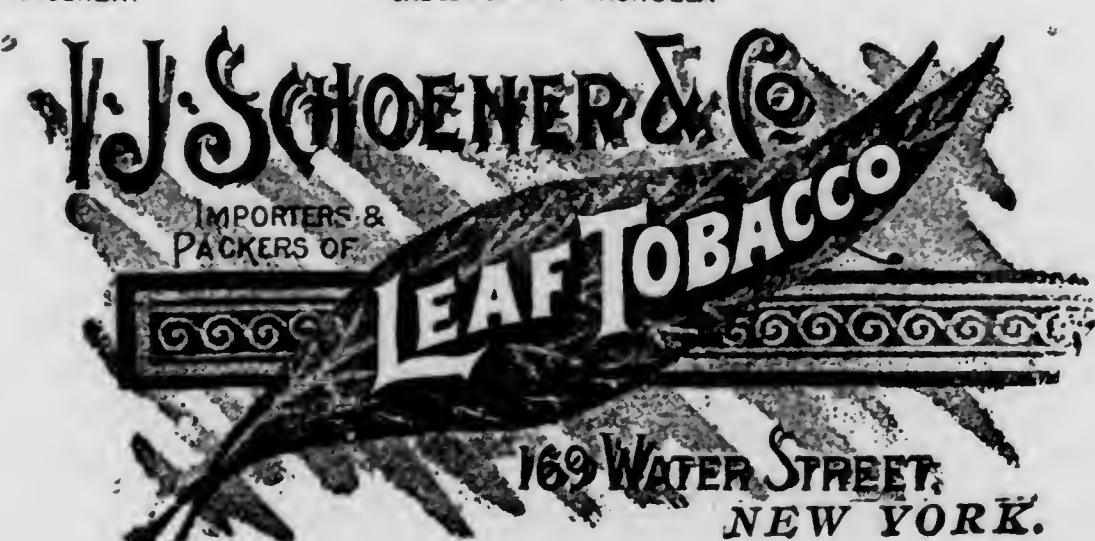
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

W. SCHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE.
NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco
No. 138 Water Street, New York

Established 1840.

Cable "Mangl."

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

Tobacco

125 Maiden Lane,
NEW YORK

WILFRED H. SMITH
EROS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman.

NEW YORK.

JOS. S. GANS

MOSES J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers &

Packers of

Leaf Tobacco

Telephone—346 John.

No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,

Telephone, 4027 John.

NEW YORK.

HAMBURGER, BROS. & CO.

Havana,

Porto Rico,

Sumatra,

Domestic.

Importers and Packers,

No. 228 Pearl Street,

NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA

and Packers of LEAF

TOBACCO

197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The Appellate Division of the Supreme Court, in the City of New York, handed down a decision on Friday last in the suit of S. Falk's Sons against The American West Indies Trading Company, affirming the judgment of the court below which granted an injunction against defendant, from using the title "El Falco" as a trade-mark for cigars, and which was decided to be an infringement of the "El Falcon" trade-mark of the plaintiffs. The Court also awarded the plaintiffs the sum of \$10,107.46 damages and costs. This litigation has been in the Courts for several years past and the plaintiffs have been uniformly successful. Wise & Lichtenstein, the well-known trade-mark counsel, represented the successful plaintiffs, and Isaac M. Aron was the attorney for the defendant.

On Thursday, had been indefinitely postponed on account of these negotiations. Among the other complainants in the suit are George R. Sheldon, H. B. Hollins, Frank Tilford, Camille Weidenfeld and Thomas Lawson. Mr. Sheldon, when asked if the suit had been settled, said that he knew negotiations toward a settlement had been begun, but did not know what had been accomplished, as he was paying no attention to the matter. The object of the suit was to restrain the Butlers, who are said to have acquired control of the company, from issuing \$1,000,000 bonds to take up certain loans they had made to the company, and other debts. The complainants charged, among other things, that dealings between the Universal Tobacco Co. and the Commonwealth Tobacco Co. had been unduly advantageous to the latter company, which is owned by the Butlers.

Max Schatz, salesman, at 327 East Sixty-third street, has filed a petition in bankruptcy, with liabilities of \$280,942 and assets \$500 in notes. He was president of the Max Schatz Company, cigar manufacturers, at 327 East Sixty-third street, which was carried down by the failure of Sutter Bros., leaf tobacco dealers, of Chicago, and a petition in bankruptcy was filed against the Max Shatz Company on November 12 last. Of his liabilities \$96,000 are on notes made by the Max Schatz Company and \$167,000 are to Sutter Bros., \$132,000 on notes given to them and \$35,000 for merchandise. Among the creditors are A. G. Becker & Co., of Chicago, \$31,503; Henry Cohen & Co., \$10,810; Germania Bank, \$5,000; American Exchange National Bank, \$10,680; First National Bank of York, Pa., \$8,554; German Bank of Freeport, Ill., \$6,315, and the Citizens' Bank of Picqua, O., \$6,315.

Frank C. Hale, formerly with the Liggett & Myers Tobacco Co., now represents Bondy & Lederer. Robert E. Lane will sail for Cuba next Saturday, on his return from the Chicago convention of the Cigar Dealers' Association of American. Jacob Brand, for sixteen years a traveler for Gumpert Brothers, is now with the Manrara Bros. Co., with his field in the South. Henry Morgenthau covers the Middle West and G. Siebenhauer is the Pacific Coast representative for the same company.

Herbert Barry of the law firm of Davies, Stone & Auerbach, counsel for the complainants in the suit of Edwin A. McAlpin and others against the Universal Tobacco Co., and William H. and George P. Butler, stated Wednesday that the suit had not been settled out of court, as reported. He added, however, that negotiations were pending which might have such a result. The hearing before a referee, which was to have been held

on Thursday, had been indefinitely postponed on account of these negotiations. Among the other complainants in the suit are George R. Sheldon, H. B. Hollins, Frank Tilford, Camille Weidenfeld and Thomas Lawson. Mr. Sheldon, when asked if the suit had been settled, said that he knew negotiations toward a settlement had been begun, but did not know what had been accomplished, as he was paying no attention to the matter. The object of the suit was to restrain the Butlers, who are said to have acquired control of the company, from issuing \$1,000,000 bonds to take up certain loans they had made to the company, and other debts. The complainants charged, among other things, that dealings between the Universal Tobacco Co. and the Commonwealth Tobacco Co. had been unduly advantageous to the latter company, which is owned by the Butlers.

From Baltimore to Texas will be the field of Ike Ochs in traveling for F. Garcia & Bros., whose employ he has just entered. Philip H. Sampliner's territory will be between Pittsburgh and Omaha; and north to Duluth. J. W. Cronauer will retain New England, New York state, New Jersey and Pennsylvania.

The death of Thomas H. Delano, of the T. H. Delano Co., by which the weekly trade journal "Tobacco" is published, occurred last Friday at his home in Greenwich, Ct., and followed a brief illness. Mr. Delano was widely respected and was a recognized authority on many matters connected with the trade the interests of which his publication was identified with.

Manuel Rodriguez, of Perez, Rodriguez & Co., is recovering from a serious illness.

Max Schatz is to travel for the new firm of Schatz & Saqui, which has succeeded to control of the Cleodora, Jan Kubelik and other brands formerly manufactured by Max Schatz & Co.

M. Stachelberg & Co.'s new offices at 9 West 18th street will be ready for occupancy February 1, when the firm will remove from West Broadway. All the firm's manufacturing will hereafter be done in Tampa.

Hereafter the Dirigo factory at 184 Avenue C, between 11th and 12th streets, will be known as the McCoy branch of T. J. Dunn & Co., McCoy & Co. of New York having been consolidated with T. J. Dunn & Co. of Philadelphia, which, about a year ago, absorbed the business of Theo. Werner & Co. of New York, by which the Herbert Spencer brand was manufactured. Frank McCoy has been elected Vice President of T. J. Dunn & Co. and will retain an active interest in the business. Cherry Diamond and King V. are the brands through which the McCoy & Co. output has been most widely known.

President Sidney J. Freeman, in his annual report to the New York Association of Retail Cigar Dealers stated that since last May a total business of about \$187,000 had been transacted, having gradually increased from about \$12,000 per month. Better service and economy would be effected the ensuing year, he said, by purchasing horses and wagons instead of hiring them. Opening a branch depot in Brooklyn was also intended.

The Havana Cigar Manufacturers' Association of the United States has elected: President, Simon Batt; vice president, Jose M. Diaz; treasurer, John W. Merriam; secretary, R. A. Bachia. Marcelino Perez, Mortimer Regensburg, J. Pando, Morris Crane and Samuel I. Davis are additional members of the executive committee. New members of the association are Landfield Bros. and Max Schwarz.

On May 1 the store at No. 11 Park Row, recently vacated by the United Cigar Stores Co., will again pass into the control of Frederick Frisch, who formerly did business there.

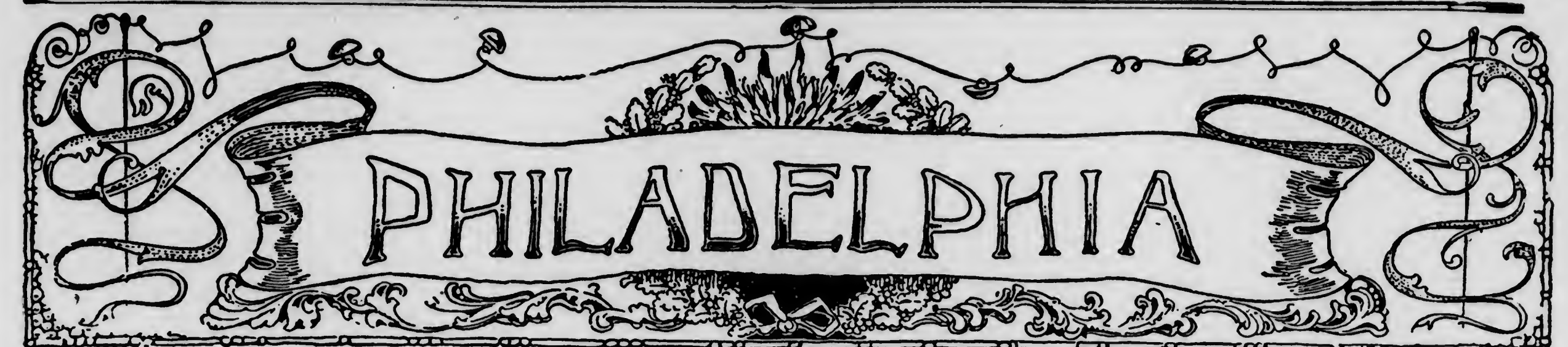
The decrease in the cigar output of the Metropolitan districts in 1903 as compared with 1902, amounting to 99,153,994, is attributed to the removal of cigar factories to other sections, principally to Florida, many manufacturers believing that clear Havana goods made in New York do not command as ready sales as those made in Key West and Tampa. The total output in the Metropolitan districts in 1903 was 922,534,306.

The receivers of the estate of Sutter Brothers, Inc., Eugene H. Pearson and William Biblack, of Chicago, have taken possession of the tobacco in certain warehouses as part of the assets, and this is opposed by the banks. The First National, the heaviest loser by the failure, has brought one suit in the Circuit Court of Chicago for \$150,000 and another to recover \$22,500, for which it claims to hold negotiable receipts. It has been so in nearly every case. Tobacco stored in warehouses in various cities was promptly claimed by banks as collateral the moment the failure was announced. The liabilities, at first estimated at \$1,500,000, are now estimated at \$2,500,000, although the amount owed to the wholesale tobacco trade is less than \$25,000. The number of banks among the creditors is 168, which are said to be secured by collateral equal to not more than one quarter of the indebtedness. Fifty firms or individuals are stated to have been driven into bankruptcy or seriously crippled in consequence of the big failure.

WE CALL YOUR ATTENTION especially to
Our Retail Department,
which is
The Largest in this City,
Equipped with Light, Pleasant Sample Rooms,
exhibiting an unusually large line of
Fine Cigar Leaf Tobacco.

OUR STOCK has been thoroughly
replenished, and includes every va-
riety of Leaf that could be desired.

You are invited to
CALL AND EXAMINE OUR GOODS.
L. G. Haeussermann & Sons,
Importers, Packers and Dealers in
Leaf Tobacco,
23 N. Third St., Philadelphia.



RETAIL DEALERS MEET.

Not enough members of the Retail Cigar and Tobacco Dealers' Association of Philadelphia to constitute a quorum assembled last Thursday evening, but a majority of the directors were present and took action which promises a good attendance at a meeting of the Association to be called for Monday evening, January 25, at Fraternity Hall, 1414 Arch street.

The directors approved of a motion that the number of directors be reduced to seven, and that eleven members of the Association constitute a quorum for the transaction of business. They also decided against a motion that meetings of the Association be held the fourth Thursday of each month, leaving a suggestion that meetings be held on a Monday evening about the middle of each month open for future action.

Reference to the records showed that the first year's annual dues had been credited to the members from January 1, 1903; and that, therefore, nearly a hundred members will be in good standing without any further payment of dues until April 1, 1904.

On motion of R. W. Boch, which was unanimously adopted, the directors voted to have a smoker on January 25, after the business meeting of that date, and appointed David A. Schaible and J. Harvey McHenry to make the arrangements, an appropriation of \$30 for the expenses of entertainment being made. Every member of the Association will be provided with tickets for himself and two friends.

AGAINST SIDE TRACKING.

The side-tracking order of the Pennsylvania Railroad is to be considered at a meeting of the Philadelphia Leaf Tobacco Board of Trade to be held Thursday, January 14, at 3 p. m., at the Harris Club, 308 New street. Many trade organizations representing other lines of business have helped to swell the chorus of protest against the conditions recently established, and there is little doubt that the Leaf Tobacco Board of Trade will take similar action. The call for the meeting was ordered by President Young and issued by Secretary J. S. Batroff at the request of F. Eckerson, Leopold Loeb & Co., Hirschberg & Co., the Empire Leaf Tobacco Co. and L. Bythiner & Co.

SPOTTER LEGALLY CONVICTED.

In confirming the decision by which Magistrate Fletcher fined an agent of the Sabbath Association \$4 and costs for violation of the law of 1794, by engaging in work as a spotter on Sunday, Judge Martin, of the Court of Quarter Sessions, said:

"Albert J. Hoover, the defendant, was arrested upon a warrant charging him with a violation of the act of 1794, relating to worldly employment on Sunday. After hearing he was convicted and subsequently appealed.

"It appears from the Magistrate's transcript that the testimony produced at the hearing proved that the defendant, in the County of Philadelphia, 'on Sunday, October 18, 1903, while agent for a society, bought a cigar.'

"It was claimed at the argument that, while selling a cigar was within the prohibition of the laws, that its terms did not extend to buying; and that defendant, when making the purchase, having acted as a detective employed to convict sellers, if he was performing worldly employment or business his work was one of necessity with the exception contained in the act.

"Accepting in its broadest sense the definition of works of necessity as used in connection with Sunday legislation, it is not possible to conceive of a necessity which compels a person to become a party to an offense which is susceptible of proof upon view. That it may be more convenient for an informer to buy than to wait for a precarious customer cannot make the work one of necessity. "The defendant was properly convicted, and the judgment of the Magistrate is affirmed and the appeal dismissed at the cost of the appellant."

MAGISTRATE SOUTH DISGUSTED.

The representatives of the Sabbath Association are looking about for a City Magistrate who will entertain charges made against cigar and candy dealers for violation of the law of 1794. Now that Magistrate South has finally become disgusted, because of the forcing of poor men to pawn their overcoats in order to pay their fines, and has refused to hear any more Sunday-law cases, there is a prospect that the persecutions of the past fifteen months will not be repeated, for some time at least. Magistrates are theoretically expected to enforce all laws, but they are also expected to exercise discretion. Magistrate South has at last awakened to the fact that the prosecutions have not been brought with any desire to put a stop to Sunday selling, but simply to secure salaries and fees for the officers and agents of the Society. It is very possible that another Magistrate

to hear such cases may be found; but if one is he should be placed in the pillory of public opinion if he countenances any methods of prosecution which are based, not on an honest desire to secure observance of Sunday, but on a desire to continue the working of a profitable graft.

INSURANCE SETTLED.

The recent fire in the building on Filbert street, part of which is occupied by the factory of B. Lipschutz, maker of the Forty-four cigar, delayed cigar-making there only a few days. Satisfactory arrangements were promptly made by the insurance adjusters, Mr. Lipschutz receiving an award of about \$3,000, and manufacturing has been resumed.

WINNERS OF PRIZES.

Philadelphia guessers in the Florodora Tag Company's contest this winter were less successful than those of last winter. In this year's list of winners announced up to the present time only two awards to residents of this city are made. Jos. Fox, of 410 Belgrade street, wins \$250, and Amalie Fisher, 121 Girard avenue, wins \$50.

REPRODUCTIONS OF PORTRAITS.

The 1904 calendars distributed by the Loeb-Nunez Havana Tobacco Co. are in great demand. A daily sheet-pad is the practical feature, and the artistic feature of each of the varieties—of which there are three—is the reproduction, almost life-size, of a head and shoulder portrait of a beautiful woman.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of December were for—

Cigars	at \$3 00	47,269.330
"	" 54	16,000
Cigarettes	" 54	187,500
"	" 1 08	3,631,900
"	" 3 00	12,000
Snuff	" 06 lbs.	298,848
Tobacco	" 06 "	97,901

MOSTLY PERSONAL.

Julius Hirschberg, of the El Provedo Cigar Factory, has returned to Florida.

Gumpert Brothers have placed a new six-cent cigar on the market, the Baron-nesa.

S. W. Levine succeeds Harry Wills as the western representative of Vicente Portuondo, with headquarters in Detroit.

Rooms in the new Land Title Building are to be provided with desks, chairs and other comforts for the patrons of Charles G. Artzt who will do only a box-business there.

J. Pierce Flowers has been taking a rest after a very satisfactory year's business, and will start again January 18 in the interest of the Lowell & Buffington Tobacco Co., Covington, Ky., for which he is the manager of its Eastern division.

The Theobald & Oppenheimer Co. gave their foremen and salesmen a banquet last week at the Philadelphia Bourse. The company has just opened its new factory at Milford Square, Bucks county, Pa.

Harry Dolinsky, of H. Dolinsky & Son, is in the South, to remain three weeks.

Philadelphia correspondents of Gillen & Granat, of York, and Sam. W. Trost, of Chicago, dealer in cigar-box lumber are in receipt of wall calendars from them. The Gillen & Granat card bears a picture of a youngster dressed in frontiersman's costume, with the line, "We are gunning for your trade." The Trost card is an imitation of cigar-box material.


On the window of a cigar store on Chestnut street near Juniper appears a sign announcing the price of "Reciprocity" cigars. And this in the City of Philadelphia!

C. S. Daugherty attracts much attention to his store by means of a phonograph which stands on a counter inside the store, and is connected with a horn passing through the partition over the street door. The connection is a tube, and although ten or twelve feet in length, does not interfere with a full volume of sound reaching the street.

So great has been the demand for the vest-pocket memorandum books issued by L. G. Haeussermann the first of the year that the supply is exhausted. The books are bound in sealskin and contain a great variety of printed information, an identification page and a number of finely engraved maps.


M. Rosenstein, the North Third street leaf tobacco broker, is away for a few days, on a trip to New York state and Connecticut.

The salesmen of F. Eckerson & Co. are already on the road and all are send-



AMERICAN EMPIRE

10 CENT




J. E. Spatz & Co.

MANUFACTURERS OF HAND MADE

Havana Cigars

FACTORY NO. 2
1ST DISTRICT, PA.

READING, PA.



EL VOLCANO

5 CENT

ing in good reports, F. Strauss from New England, J. W. Eckerson from "up the state," William F. Hanlon from New York state and Gus Becker from the West.

A cablegram received Monday from B. Labe of B. Labe & Sons announced that he would arrive home from Europe in about two weeks.

Business visitors in Philadelphia this week included Mr. Kaufmann of the label and lithograph house of William Steiner & Sons, of New York; Mr. Friend of the leaf house of Friend & Co., of New York; Mr. Rosenthal, formerly with Walter G. Wilson & Co. of this city and now with Havemeyer & Vigelius of New York, and Mr. Marlin representative of Hamburger Brothers & Co. of New York.

Bayuk Brothers are doing a largely increased business in their new building, being even more busy than before the holidays.

H. A. Levy has started out again for the Empire Leaf Tobacco Co., Ltd. His territory is Pennsylvania and New England.

William Reed, of Wiley, Reed & Wiley of Greenville, Ohio, has been here the past few days, selling Zimmers.

John H. Burd, district manager for the Continental Tobacco Co., and stationed in Philadelphia, has resigned that position, the resignation taking effect January 2. His health is poor and he is soon to start for the South. On his return, it is expected, he will be again identified with the tobacco business.

Business Transferred.

The business of the Wright Surbrug Tobacco Co., of Richmond, Va., has been transferred to the Wright-Caesar Tobacco Co. Mr. Caesar was formerly with P. Lorillard & Co., and also with the J. B. ace Tobacco Co.

More Winners of Prizes.

Additional Awards Made by The Florodora Tag Company.

Last week The Tobacco World announced the winners of the first eighteen prizes in the contest of the Florodora Tag Company. This week the following additional awards are made public:

Winners of \$250 Each.

R P Beard, Wallace, Ida
A P Cushman, North East Erie, Pa
Jolly & Humphreys, Wakita, O T
Chas L Cadmus, Portsmouth, Va
E Jaffee, Chicago, Ill
Jeffrey Dixon, Mt Olive, Ark
S Tschambers, St Louis, Mo
Frank R Combs, North Greece, N Y
W F Hodges, Canton, Mo
Joseph Fox, Philadelphia, Pa
W F Weiblay, Mt Pleasant, Ia
Charles B Gennusa, Houston, Tex
W E Shoptough, Princeton, Ind
Carl H Witte, St Louis, Mo
J H Fisher, Davies, W Va
W S Phalp, Argentine, Kas
H B Haines, Bridgeton, N J
H K Bente, Sedalia, Mo
B G Foster, Chicago, Ill
W J Armstrong, Waseca, Minn

Winners of \$100 Each.

H Miller, Chicago, Ill
L Feigenbaum, Rohnerville, Cal
Oppliger & Rex, Cheney, Wash
L Klein, Norfolk, Va.
John H Keyer, Minister, O
Samuel T King, Jr, New York City, N Y
John Powers, New York City, N Y
Havana Cigar Co, Indianapolis, Ind
Jas Birkhold, Rosewood, O
Bert Klock, Pittsburg, Kas
C W Stevenson, Erie, Kas
J F Kirkman, Selma, Ia
R M Robinson, Harrisburg, Pa
J N Wiese, Pullena, Ia
L Schenck, San Francisco, Cal
Havana Cigar Co, Indianapolis, Ind
S C Roper, Cleveland, O
J R Foster, Indianapolis, Ind
J R Gatewood, La Grange, Ky
J. Alpersen, Omaha, Neb
Frank Cook, Choctaw, O T

H A Thoenen, Chicago, Ill
William W Anspach, Milton, Pa
P J Flynn, West Pullman, Chicago, Ill
Henry Lanier, Albany, Ga

Winners of \$50 Each.

N J McCann, Milton, Ill
Havana Cigar Co, Indianapolis, Ind
Joseph Letarte, Brunswick, Me
L O Collins, Walnut, Kas
M Mayer, New Orleans, La
John Campbell, Jamestown, Pa
Aug Glaudat, Jr, New Orleans, La
C B Swan, Auburn, Neb
A C Palmer, East St Louis, Ill
F K Beam, McPherson, Kas
A. E. Ford, Paris, Ill
W B Myers & Bro, Smithton, Mo
J H Buckley, Lowell, Mass
J Alexander, New York City, N Y
A C Horton, White Springs, Fla
Henry Lanier, Albany, Ga
J R Foster, Indianapolis, Ind
F B Baptiste, Fort Smith, Kas
Fred Lanthier, West Rutland, Vt
C C Smith, Chicago, Ill
W C Ayres, West Unity O
A L Swift, Otterville, Mo
Joseph Leyh, New York City, N Y
I L Jones, Brooklyn, N Y
Bruce Wilson, Akron, O
A C Tonn, Jersey City, N J
W C Hyneman, Terre Haute, Ind
J D Valentine, Binghamton, N Y
M C Mulliken, Highland Park, Mich
M A Engle, Hartford, Mich
Amalie Fisher, Philadelphia, Pa
Hoffman & Co, Red Hook, N Y
Julius Stern, Brooklyn, N Y
Walker, West & Co, Trenton, N J
Charles E Turner, Wilkes-Barre, Pa
A H Kroeg, Kansas City, Kas
Henry Segelken, San Francisco, Cal
W Hunt, E Bradley, A Mifford, Huntsville, Ky.
Cliff H Park, Indianapolis, Ind
August Pfaff, Middletown, N Y
H H Hugg, Newburg, N Y
Louis Haase, St Louis, Mo
L A Brand, Polo, Ill
David M Zolla, Chicago, Ill
Ed E Yeder, Lynchburg, Va
W L Clark, Toledo, O
Reuben Manley, New York City, N Y
S J Jewell, Sapulpa, I T
Charles Winkelman, Dorchester, Mass
E Peyrennin, New Orleans, La

INCREASE OF CAPITAL STOCK.

The Winget Machine Co., of York, Pa., has sent out notices to the stockholders to meet at the company's office January 20, with a view to increasing the capital stock to \$50,000, its trade having increased until more capital and a larger working force is an actual necessity. This concern has secured space in the Central Tobacco Exhibit at St. Louis, where it will show how the State's tobacco is manipulated in all the various-priced cigars. The additional stock issue has all been spoken for, and nothing remains to be done but conform to the law.

REVENUE RULING.

A collector asks the question whether it will be proper for a cigar manufacturer to use on his caution notice the Roman numeral IX in place of the Arabic figure "9", before the word "district". He was advised that the use of Roman numerals in such connection has been uniformly denied by the Commissioner on the ground that the best purposes of the present laws and regulations would be subserved by the use of plain, open, and easily understood figures ordinarily current. The collector was directed to so inform manufacturers in his district.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED.—First-class Cigar Salesman at once, who can invest some cash in the business, and be located in St. Louis during the Exposition. Address CONSUMERS CIGAR Co., York, Pa. 12-23-4

CIGAR PACKER, experienced in Clear Havana, sober, reliable and steady, best of recommendation, would like to have a responsible position. Address, Box 3, care of The Tobacco World, Phila. 1

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE Co., York, Pa. 12-23-4

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**



JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF
AND
WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and **LEAF TOBACCO**
Dealers in
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and
Dealer in **Leaf Tobacco**
Lancaster, Pa.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

Every Case
of
Our Own
Packing
Packer of
I. H. Weaver, Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. Telephone Connection.

JOHN E. OLP,
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of
Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Match It, if you Can--You Can't.

Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida SUMATRA Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138 1/2 Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

REGISTER YOUR

CIGAR & TOBACCO BRANDS

with

THE TOBACCO WORLD

Losses in Reading.

Bursting of a Water Main and Water Pipes the Causes.

Reading, Pa., Jan. 12, 1904.

The bursting of a water main at Tenth and Spring streets, this city, caused much damage to the cigar factory of Julius G. Hansen at that place, by flooded cellars, etc. The loss is variously estimated at from \$7,000 to \$9,000. Appraisements of the damages are being made this morning. Samuel Dibert is acting on behalf of J. H. Hansen, and John U. Fehr on behalf of the city.

The A. Thalheimer Box Manufacturing Co. has now been formally organized, with A. Thalheimer, President, Emanuel Thalheimer, Vice President, and Calvin W. Bucks, Secretary and Treasurer. In addition to these officers, there are also on the Board of Directors Benjamin F. Thalheimer and Charles Fasig. The capital stock of the new corporation is \$50,000, all subscribed for.

Cigar manufacturer Edward Ganter, of North Tenth street, has been suffering with a slight attack of the grip.

Frank B. Ream who operates a union factory on Penn street, reports having received several nice orders for two of his leading brands, the Trades United and the Eight Hour.

The severely cold weather of the past two weeks has been playing havoc with several establishments in this city. In the factory of Ed. Ganter the pipes were frozen up for a period of ten days, and have just been thawed.

At the Pennsylvania Tobacco Works a water meter and some piping were burst. Repairs were quickly made, however, and no special damage was done.

Visiting leaf salesmen are again beginning to make the rounds of the trade. Among the earlier arrivals this week was Joseph Bimberg, Elmira, N. Y., who was accompanied on this occasion by his son, Barney Livingston, with Newgass & Greenhut, New York, and Charles Rose, with J. Cohn & Co., New York, are also covering this section.

"Uncle Sol" Hoffheimer, the veteran representative of Hamburger Brothers & Co., of New York, is making one of his regular visits to this section.

John U. Fehr is more than pleased with the way in which his business has begun at his new store at Seventh and Franklin streets.

One of the handsomest calendars re-

cently issued by any manufacturer is that of Yocum Bros., which is being freely distributed around this city. It displays conspicuously an advertisement of their Y. B. cigars.

Charles K. Frymeyer, of Mohnsville, is opening a cigar factory in that town, having just filed his bond with the Deputy Collector in this city.

Lancaster Tobacco News.

Increasing Activity in Leaf Circles—Moving Tobacco on Trolley Cars.

Lancaster, Pa., January 11, 1904.

There is again a little more activity in the local leaf market, and several sales are reported by as many dealers and packers. I. H. Weaver has today practically closed the sale of 200 cases 1902 Broadleaf; John D. Skiles lately sold a nice lot of goods—about 285 cases. Meiskey & Heiland also report having had a fair trade this year so far.

Wm. R. Cooper is now comfortably housed in the new premises at the corner of North Duke and Chesnut streets, and informs the writer that his business last week was better than he had expected to find it. He attributes it partly to the better location which he now has.

There is still little buying of the new crop, and about the only packers represented in the field last week were M. M. Fry & Co., of this city, and A. K. Mann, of Millersville.

Walter S. Bare has now completed the removal of his stock to Lititz. A novel feature of the affair was the conveying of some 800 cases of leaf tobacco from Lancaster to Lititz—a distance of eight miles—by trolley line.

J. K. Leaman is now installed and ready for business at 138 Market street, formerly occupied by Mr. Cooper.

A. H. Hershey & Co., at 2 Tobacco Row, have dissolved partnership, J. H. Hoover continuing the business at the old stand, while Mr. Hershey has joined hands with C. H. Nulty.

L. P. Leaman & Co., at 145 Market street, have discontinued business, and the warehouse will be occupied by Geo. D. Erisman.

J. G. Shirk is making a special drive on the Planet cork-tipped cigarettes, by giving three packs of ten free with each box of 500. The goods are made by J. Abramovitz of New York, and Mr. Shirk has the U. S. agency for his output.

Chas. Hasse, who for twenty years past

has been foreman in the cigar factory of J. B. Musselman, of Bowmansville, died last week, at the advanced age of 78 years. For two years past he was unable to attend his usual duties.

The regular monthly meeting of the Lancaster County Tobacco Growers' Association was held this afternoon at G. A. R. Hall. The following officers were re-elected for the ensuing year: President, B. Ezra Herr; Vice President, M. L. Greider; Secretary and Treasurer, J. Aldus Herr. Aside from arranging to meet John W. Woodward, in charge of the tobacco exhibit at St. Louis, at some future date, only routine business was transacted.

The December output of cigars in the Ninth District, as shown by the sales of Revenue stamps, was 52,882,000, a considerable falling off as compared with December, 1902.

Generally speaking the cigar manufacturers of this section are somewhat dull. One large factory here was reported to have laid off 50 hands, and another 20.

An important, and certainly the most important transaction of this year among cigar manufacturers, has just been reported to your correspondent by S. R. Moss, who last week closed a sale of 350,000 high grade cigars to a large western buyer who visited the factory headquarters for that purpose. It is also said that a contingent shipment of 20,000 per week is to follow this sale. The negotiations, I understand, were conducted by Sigmund Moss.

Trade-Mark Register.

NOBLE VICTOR. 14,299

For cigars, cigarettes, cheroots and tobacco. Registered January 4, 1904, at 9 a m, by Kaufmann Bros., Lancaster, Pa.

PANAMA RIBBON. 14,300

For cigars, cigarettes, cheroots and tobacco. Registered January 5, 1904, at 3 p m, by M. Goldberg, Philadelphia, Pa.

HIGH CHANCELOR. 14,301

For cigars. Registered January 6, 1904, at 9 a m, by Wallick & Gohn, York, Pa.

LADY PANAMA. 14,302

For cigars. Registered January 6, 1904, at 9 a m, by Wallick & Gohn, York, Pa.

CAMDEN CLUB. 14,303

For cigars. Registered January 8, 1904, at 9 a m, by the John Steigerwalt Co., Philadelphia, Pa.

CAMDEN COURT HOUSE. 14,304

For cigars. Registered January 8, 1904, at 9 a m, by the John Steigerwalt Co., Philadelphia, Pa.

NILES ATHLETIC CLUB. 14,305

For cigars. Registered January 8, 1904, at 9 a m, by Kemp & Zimmerman, Niles, O.

CUBA JUNCTION. 14,306

For cigars. Registered January 9, 1904, at 9 a m, by E. Montero, Philadelphia, Pa.

NEW COURT HOUSE. 14,307

For cigars. Registered January 9, 1904, at 9 a m, by the John Steigerwalt Co., Philadelphia, Pa.

ECHTER ROSENBERGER PFEIFEN

TOBAC. 14,308

For tobacco. Registered January 9, 1904, at 9 a m, by Leo Rosenberger, Coplay, Pa.

LORD EUGENE. 14,309

For cigars, cigarettes and cheroots. Registered January 11, 1904, at 9 a m, by the Maryland Litho. Co., Baltimore, Md.

WINNING PAIR. 14,310

For cigars, cigarettes and cheroots. Registered January 11, 1904, at 9 a m, by the Maryland Litho. Co., Baltimore, Md.

COUNTRY CHICKS. 14,311

For cigars, cigarettes and cheroots. Registered January 11, 1904, at 9 a m, by the Maryland Litho. Co., Baltimore, Md.

TRICKSY LEE. 14,312

For cigars, cigarettes and cheroots. Registered January 11, 1904, at 9 a m, by the Maryland Litho. Co., Baltimore, Md.

REJECTIONS.

Sancho, Early Bird, Zion, Country Gentleman.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Teragis, J. P. G., Harris Guarantee, La Triomphe, El Reclamo, El Plumaje, Vespero, El Atento, La Afectivo, La Ala bar, El Abeto, La Aborador, Alemana, Aletea, Aliento, Alomar, El Apto, La Acepto, La Activo, La Adamido, Sea Wolf, Dyth, Nella, Sergeant Kitty, El Producto de Cuba, El Producto Habana, El Forriente, Original Cuban Smokers, El Fumar de Cuba, Imported Cuban Smokers, Imported Havana Smokers, J. B. D., La Simmermaid, Traders Club, Daily Service, Flawless, Henry Delay, Three Gents, Flor de Juanes, Southern States, Cotton Future, Excludo, Excludo, Expando, Seal of Moline, Industrial Seal of Moline, Questor, Yellow Lion, Pedler Joe, Pete Repeat, Liberal Arts, Grand Century, Cuban Pet, Havana Swell, Havana Dandy, Senota, The Digger, Chas. H. Fee's Old Times, Bedella, Turk, Coast Marie, Virginia Chinquapin, Frederick Pabst, De Hote, Duke of Amalfi, Lord Ripon, Milwaukee Home Industry, Riga, New Haven Guide, Sir Wm. Ramsey, Knight of St. James, D. McG. Newcomer, Awonda.

PHILADELPHIA LEAF MARKET

In another week there probably will be something to say about the leaf market, but 1904 is too young as yet for activity to be renewed to any really appreciable degree. Sample trunks are packed or will be within a few days, the winter holidays of traveling men are about at an end; and the hustling for business will

soon be resumed with a prospect of a prosperous year generally.

EXPORTS:

Rotterdam.—68 boxes plug tobacco, 16 hogsheads leaf tobacco.
Liverpool.—20 tierces tobacco strips.
London.—7 hogsheads leaf tobacco.
Antwerp.—145 tons tobacco.

The Duke Family Troubles.

A dispatch from Raleigh, N. C., says there is a new feature in the suit of B. L. Duke, of Durham, N. C., who is a member of the noted Duke family and a brother of James B. Duke, of the American Tobacco Co., this suit being against Mrs. Duke to remove her interest in the real property. Two month ago Mr. Duke

filed a complaint against his wife, asserting that she had deserted him. This she denied, and now he not only reiterates his original charge, but says she has refused to sign depositions, and by this act prevented him from making sales of real estate for large sums of money which he urgently needed to pay off some claims held by banks. He declares that she wanted him to pay over to her one third of the purchase price, and that upon his refusal to do so she peremptorily declined to sign the papers, and that this has brought about his action.

It will be docketed at the term of the Superior Court in Durham county, which convenes January 25.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP
**Cigar
Molds**
Cigar
M'rs
Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

We Can
Save You Money.

The Sternberg
M'f'g Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

RALPH STAUFFER,

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED.

AKRON, PA.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

THE TOBACCO WORLD

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,
227 North Cherry Street
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

OUR WASHINGTON LETTER.

(Concluded from p. 11.)

York sent a representative here this week to see the President about what they declare is a scheme on the part of the Cuban authorities to discriminate against the United States in the matter of customs tariffs. This certainly must be highly satisfactory news to the Administration after the determined efforts made by Mr. Roosevelt to injure an American agricultural industry for the sake of the poor Cubans, who would be so grateful that the American manufacturers would immediately get all of the Cuban trade on most advantageous terms. In reply to cablegrams by the State Department inquiring as to the action of the Cuban Congress Mr. Sleeper, in charge of the American Legation at Havana, has cabled the State Department that the Cuban Senate has passed a bill providing for tariff commission, to be composed of members of the Senate and House, the Secretary of the Treasury, customs officers, members of merchants' and business men's associations, and of labor unions, which is to prepare a tariff law, in special relation to the reciprocity treaty, within twenty days from date of publication of the act, the executive being authorized to put it into effect immediately after promulgation by this commission. He also is required to submit this provision of the tariff, with a table showing its workings, to the first following session of Congress. Failing the preparation of the tariff in the time specified, the President is authorized to establish temporary tariff reforms.

The declared purpose is to frame a tariff tending to avoid the shrinkage in customs revenues that may be caused by the reciprocity treaty.

An official report received to-day from London gives the following table showing the several articles subject to import and export duties in the United Kingdom, and the duty levied upon each article, according to the tariff in operation upon August 1, 1903, together with an account of customs drawbacks and customs charges:

Tobacco manufactured, viz: Rates per pound.
Cigars 5s 6d
Cavendish or Negrohead . . . 4s 4d
Cavendish or Negrohead, manufactured in bond . . . 3s 10d

Other manufactured tobacco, viz:
Cigarettes 3s 10d
Cigarettes, other sorts . . . 3s 10d
Snuff containing more than 13 pounds of moisture in every 100 pounds weight thereof 3s 7d
Snuff not containing more than 13 pounds weight thereof 4s 4d
Pounds unmanufactured, viz:
Containing 10 pounds or more of moisture in every 100 pounds weight thereof . . . 3 0
Containing less than 10 pounds of moisture in every 100 pounds weight thereof 3s 4d
The medium weight of packages of tobacco allowed to be imported into the United Kingdom is not less than 50 pounds gross weight. Packages of tobacco must contain tobacco only, and under tobacco are included cigars, cigarillos, cigarettes and snuff.

TOBACCO IN IRELAND.

The Soil and Climate Pronouncedly Unfit for Successful Growing.

In an article, published in a London Tobacco trade journal, William Conarchy, of Dublin, throws cold water on the efforts of Sir Horace Plunkett, Mr. Wm. Redmond, M. P., and others who are endeavoring to resuscitate tobacco growing in Ireland. He has no desire, he says, to put a brake upon the wheels of any Irish industry, but to warn against an undertaking the success of which is at best very problematical. He says: "That tobacco will grow in Ireland is an undoubted fact, but where will we get the necessary sunshine to ripen and to save it? To save and cure it so that it may be put upon a marketable basis with tobacco grown and cured in other climes where the sunbeats is far in excess of ours? And where, nevertheless, there occurs now and again years of unprofitable tobacco harvests? Of course I will be answered tobacco grew and was saved and manufactured in Ireland years ago, and why not again? This I admit; but what class of tobacco, and how far would it go to suit the tastes of present-day smokers? Not so many years ago Irishmen lived on much coarser and simpler, perhaps healthier, fare; would they put up with it nowadays? Similarly with tobacco; this country cannot have at any time grown and cured a tobacco that could compare with tobacco grown in warmer and drier countries—no more than it could grow

grapes to compete against the wines of Oporto, Xeres, or Bordeaux. Besides, the means of transit from America are much different to-day, and for the hundred-weight of tobacco that was then landed at distant and irregular dates in these countries, perhaps at about 5s. per pound, there are now dumped regularly tons of tobacco which are sold (in bond) at from 6s. to 1s. per pound.

"Why hallucinate Irish farmers with the crazy notion that they can grow tobacco profitably in face of such adverse circumstances? Tobacco is a very sensitive weed. You cannot grow it to perfection anywhere and everywhere; there are grades of it that will grow and come to perfection only in one place—each in its own particular clime. The Americans, with all their cuteness, cannot grow 'Turkey' or 'Latakia' tobacco in America. In Southern Europe, where these two grades are grown, who has ever heard of anyone producing a 'Sundried Virginia Leaf' or 'Western Strip'? From Cuba, where the real Habana cigar is produced, they transplanted the Cuban tobacco to Mexico and Florida—practically in the same meridian—with what result? The Habana cigar from Cuban soil is still premier—often imitated—never equalled! Even on the other side of the Isle of Cuba they cannot produce a Habana cigar. Within recent years there have been grown experimental crops of tobacco in Ireland on a small scale. Have the results shown anything to indicate that its culture upon a larger scale might produce, even in the best of Irish summer weather, a profitable crop? What is the opinion of the manufacturers who handled these experimental crops? The first crop was, I believe, purchased by Messrs. P. J. Carroll & Co., of Dundalk. How did it work out with them? Another crop was purchased by Messrs. T. P. and R. Goodbody, of Dublin. What was the result of their manufacture? A third crop was taken in hand by Messrs. Cope Brothers & Co., of Liverpool—are they inquiring for any more of it? And an intermediate crop, grown upon the Model Farm with all the attention and opportunities of a fully-fledged agricultural and horticultural institution, went wrong, I am informed, in some of its stages, and was unsaleable to anybody! It would be interesting to have the honest opinion of those who have manufactured the aforementioned crops as to the possibility of making tobacco growing in Ireland a success."

DARK LEAF AND BURLEY.

To Be Offered Independently Hereafter in Louisville.

A circular reading as follows has been issued by the Louisville Tobacco Warehouse Company:

"After giving the matter careful consideration, we have decided that it will be to the best interest of the owners of dark tobacco, who ship to the various warehouses belonging to the company, to sell all the dark tobacco as nearly as possible together. By this concentration our offerings each day will be of such magnitude as to insure the attention of every buyer who handles dark tobacco. Formerly in offering dark tobacco, mixed in with Burley, at our different warehouses, we have found that sometimes a house, having only a small line of dark tobacco, would fail to secure the attendance of all the dark buyers at its sale, and would therefore be forced either to reject or accept prices under market value. This has most frequently been the case during the winter months, when the offerings of Burley tobacco were large and the offerings of dark comparatively small and scattered around at different houses. The outlook at present is that dark tobacco will sell at low prices, and we desire as much as possible to avoid running up expenses to sellers, in the shape of rejection fees, and also to obtain for every shipper full market value for his tobacco. To carry out this arrangement, which we feel confident will work to the interest of our dark tobacco friends, we have set aside four of our warehouses, in which only dark tobacco will be sold. These four houses will be run under one management in the name of the United Dark Tobacco Warehouse and the business will have the personal attention of Messrs. H. Q. Ginter, L. M. Rice, J. G. Henry, E. A. Carsey and B. S. Rees, and will also be supervised by Messrs. W. O. Head, Laban Phelps, Henry Glover, H. T. Larimore, A. P. Barnard, J. H. Yancey and John G. Harris. This arrangement will thus insure to every seller of dark tobacco the careful attention to his interests of these capable warehousemen, who have had long experience in handling dark tobacco, in addition to the one it has been his custom to ship with. There are many other advantages to be derived from this arrangement, which the managers will advise you of from time to time, and we trust that this will meet your hearty co-operation, and that you will give us such support and assistance as we believe our efforts in your behalf deserve."

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

Factories:
YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
HOLTZ, PA.

Maker of
High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BRAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

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Manufacturer of

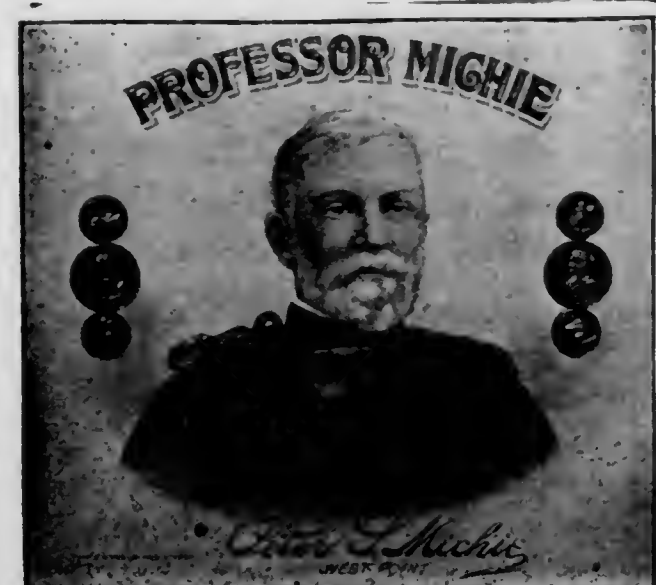
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made **Cigars**

Our Special Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



A. F. HOSTETTER,

Manufacturer of

**High-Grade
Domestic
Cigars**

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"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality



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Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS

**High Grade
Cigars**



CAPACITY
75,000 PER DAY

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
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Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of **Leaf Tobacco**

SHADE GROWN SUMATRA in Bales
Phones: York, No. 130. 12 S. George St., YORK, PA.
Bell, No. 1873.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

J. W. BRENNEMANN,

Packer of and Dealer in

Leaf Tobacco

MAIN OFFICE,
Millersville, Pa.

United Phones: No. 931 A, Millersville.
No. 1803, Lancaster.

Lancaster Office, 110-112 W. WALNUT STREET

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

In our last letter we spoke of steaming down tobacco, and by the appearance of the weather and by the reports of correspondents, not only local but from all over the tobacco district of the whole country, the process will be needed. From every quarter comes the cry for casing weather. In my opinion, the steam engine comes the nearest to making casing weather. But I am not intending to advise, but to report, as I have observed its use, and if by making a faithful report I shall be enabled to assist any growers out of the present dilemma, I shall think I have been paid for the time and trouble.

A word as to the quality of the goods steamed down. To begin with the crop of Mr. Holden: He told me it ran fully twenty per cent. light wrappers; medium light wrappers about sixteen or seventeen per cent.; tops and fillers twenty per cent., leaving forty-four per cent. or thereabouts of dark wrapper and binder. The lot of the Crafts Brothers, Mr. Holden thought, would fall a little below twenty per cent. light wrapper, and perhaps the tops and fillers would rise above twenty per cent. I don't remember the per cent. of dark wrapper estimated. As the crop was only about three-quarters sorted the percentage may be changed to some extent, but when finished I am to receive from him the correct percentage of the Crafts Bros.' crop. The next lot to assort is a ten-ton lot raised by Mr. Dickinson, also steamed down. Mr. Holden thinks it a better lot than the two spoken of. I asked him if he had examined the Dickinson lot, and did he think it had been damaged by the use of steam. He had examined it as they were stripping and could not discover any damage to the leaf as to color or quality, and did not expect to find any damaged in any of the lots they were to handle as the result of using steam. The leaf this year is smaller than the leaf of last year's crop, and to a degree thinner than the 1902 crop, and will cost about 1c, or perhaps a trifle more, to assort it, but when assorted and it sweats well and proves to be all right, it will be worth more by the pound than 1902 for wrapper purposes. But don't tell it to the trade, for they, the buyers, will not be able to bear the prosperity. I have seen some poor tobacco and quite a good lot of up-to-date goods that are well worth the price. The poor has not, as a rule, been bought up yet, but will

Pho. es: Keystone, 65-64A Main
Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cherokees
are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
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E. S. SECHRIST,

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Fine and Common Cigars

Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

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EGYPTIAN CIGARETTES
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Traveler-Cork Tips. Planet-Gold Tips
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BOLTED CIGAR BOARDS.
MANUFACTURED BY
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Brands:

CUBAN EXPORT
NEW ARRIVAL
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JOHN SLATER,
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JOHN SLATER & CO.

MAKERS OF

Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER & CO.
Lancaster, Pa.

be wanted, I think, before the market closes up for the year. Bear in mind that the 1904 crop will be playing to a full house if the market can be judged from this distance. With the country or the New England tobacco cleaned up as it is, and the great markets as bare as they seem to be, it is a good year to raise a little and be sure to raise it as well as circumstances will permit. Be sure to do it well, even if the crop is not so large as the 1903, taken in acres.

Our correspondents write:
East Whately, Mass.: "Patrick Conelly has sold his crop of 15 acres to Carl of Hatfield at 11c. Meyer & Mendelsohn are around looking but offer too low prices to buy much around here."

North Hadley, Mass.: "I have only one sale to report, that of Frank Scott's crop of 25 acres to Luther Case. Very few have taken their entire crop from the poles. All are waiting for a damp time."

North Hatfield, Mass.: "Reports the sale of Patrick Conelly (but to another firm from the one named by the E. Whately correspondent) to Leslie Swift at 11c in bundle. Gilbert Morton and O. Belden & Sons have closed their assorting shops thus throwing about forty men out of employment. I have a few sales of 1903 to report, Leslie Swift being the buyer for his firm. W. H. Belden has sold 22 acres assorted and cased. O. Belden & Sons, 14 acres assorted and cased. W. H. Langdon, 5 1/4 acres assorted and cased. E. F. Cooley sold his crop in the bundle at 10c. Charles Waite also sold his crop in bundle; all the above to the same firm."

Montague, Mass.: "The tobacco in this valley is largely hanging on the pole yet; there has been but little warm, damp weather to moisten it yet. I have ten cases of my 1902 crop on hand; it is good goods."—American Cultivator.

BALDWINVILLE, N. Y.

The condition of the local market remains unchanged and is summed up tersely and correctly in "nothing doing." No shipments have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

All tobacco business in the country districts is still being held up awaiting casing weather that growers have been anxiously looking for since winter set in. The hope now is for a January thaw but there are no present conditions to warrant it.

The annual inventory is now going on in many of the local warehouses from which to balance their government books. Trade in old leaf has again lapsed into quiet methods, and but few transactions have come to notice. T. J. Atwood & Co. have sold 90cs of their '02 packing to Conway & Hubbell for the account of a Philadelphia firm. F. S. Baines purchased 65cs of '01 from a Barron county packer, and this with a few smaller deals are the only rifts in a dull market week. Shipments, 400 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Dec. were	9 hds.
Sales " " "	738 "
Shipments in " " "	1,009 "
Total stocks Jan. 1, "	3,712 "
Buyers' stocks, 364 hds; Sellers' stocks, 3,148 hds.	

Reduction in December, 868 hds.
We had no receipts this week, and there were no public offerings on the breaks, but 168 hds. were sold privately at about the same range of prices that have ruled for some weeks past. Our market is quiet and rather dull, with light demands for old crop. Very little new tobacco has yet been prized, and it is still too early for any inquiry to be made for it. The weather has generally been too cold for transactions in loose tobacco, and the warehouses selling loose leaf have had only a few light sales.

QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

—The Hopkinsville, Ky., Tobacco Board of Trade, at its annual meeting, elected F. W. Debnay, President; J. H. Eggleton, Vice President, and J. G. Cooper, Secretary and Treasurer.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor.

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB	EUROPE	PRIVATE STOCK
RUSTIC		TRIUMPH
BLUE POINTS		OLD JUDGE
CRYSTAL		CHERRY RIFE

Jobbing Trade solicited.

Write for Samples.

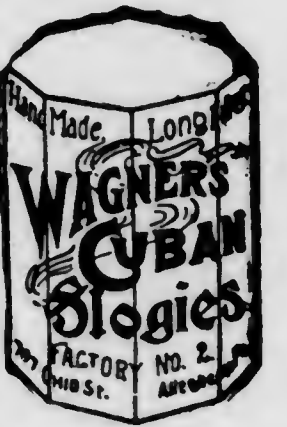
SOMETHING NEW AND GOOD
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



T. L. ADAIR,

Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

E. E. Weaver

Manufacturer of Fine Cigars

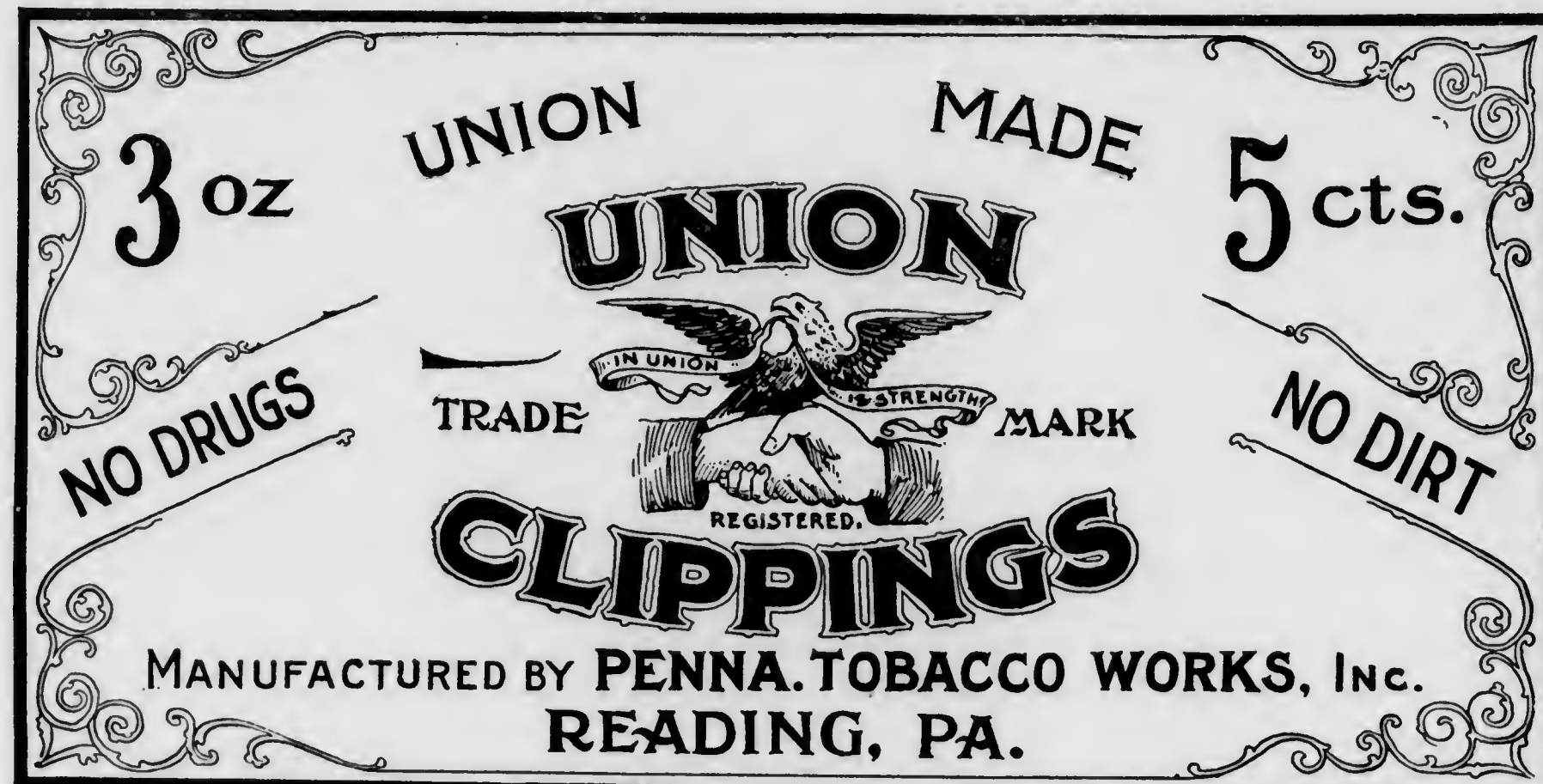
TERRE HILL, PA.

Orders from the
Jobbing Trade Solicited.

Shipping Station, East Earl.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —



10c.

A Perfect Cigar.

5c.

A Delicious Smoke.

Strictly Hand-Made.



They Are Deservedly Popular.

MANUFACTURED BY
CHARLES M. YETTER,

Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers' International Union of America.

WE SOLICIT YOUR CORRESPONDENCE.

Business Changes, Fires, Etc.

Indiana.
Fort Wayne—Frank H. Bender, cigar manufacturer, sold out.
Indianapolis—William Basdorfer, retail cigars, chattel mortgage, \$120.
Iowa.
Cedar Rapids—Samuel Kushner, cigars, damaged by fire.
Davenport—Warnke & Klauer, cigar mfrs., succeeded by Frank Klauer.
Kentucky.
Louisville—Abner Harris, tobacco, real estate deed, \$7,500.
Maine.
Biddeford—J. L. Abbe, cigars, bill of sale, \$150.
Lewiston—W. R. Lincoln, cigars, etc., chattel mortgage, \$800.
Maryland.
Baltimore—Elliott, O tenheimer & Elliott, cigar mfrs., dissolved by the retirement of Lewis Elliott, the remaining partners continuing under old firm name.
Massachusetts.
Boston—Rebecca Shadoff and Rose Myer, cigar mfrs. and retail dealers, chattel mortgage, \$500, April 2, 1903, discharged.
Worcester—Henry Dephoure, cigars, etc., chattel mortgage, \$300.
Michigan.
Detroit—Michael Ehrman, cigar mfr., dead.
Minnesota.
Minneapolis—S. Taussig & Co., wholesale leaf tobacco, dissolved; S. Taussig continues under old style.
Wood Lake—C. W. Collins, cigars, etc., real estate mtge., \$660.

Missouri.
St. Louis—Colonial Leaf Tobacco Co., increase of capital stock from \$16,000 to \$25,000.
New York.
Buffalo—Marshall Reid, of Reid & Co., wholesale tobacco and cigars, dead.
New York City—Hamburger Bros. & Co., leaf tobacco, new limited partnership under old style.
Syracuse—Justin Seubert, cigar mfr., succeeded by Justin Seubert, Inc.
Ohio.
Cincinnati—Aug. Wiehaus, cigar mfr., real estate mtge., \$1,000.
Pennsylvania.
Philadelphia—Cross & Cass, retail cigars, judgment and execution, \$506.
Virginia.
Danville—J. A. Henderson & Co., leaf tobacco, petition in bankruptcy.—Henderson Tobacco Co., F. H. Henderson, individually, petition in bankruptcy.

PATENTS RELATING TO TOBACCO, Etc.
748,925 Match safe and lighter; Chas. F. A. Cammann, New York city.
748,582 Filler for cob pipes; John H. Chapman, Cedar Rapids, Ia.
748,863 Cigar box; Robt. W. Hardie, Albany N. Y.
748,749 Tobacco-pipe; Isaiah L. Hauser, Chicago, Ill.
748,624 Cigar-box filler; Henry J. Lewis, Minneapolis, Minn.
748,891 Match safe; J. R. Thomas, Walnutgrove, Mo.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF
CIGAR LABELS
ALWAYS
IN STOCK

KRUEGER & BRAUN

NEW BRANDS
Constantly
ADDED

LITHOGRAPHERS
AND PRINTERS.

Samples furnished
on application

322-326 East 23d St.
NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the
STANDARD Cigar Rolling Table,
after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and
experts on this Table can be seen at the
School for Learners of the New York Cigar
Manufacturers' Supply Co., 403 to
409 East Seventieth Street, New York.

143 Liberty St.
New York.

Best Workmanship

The Lowest Price

H. W. HEFFENER
Steam Cigar Box Manufacturer

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues
YORK, PA.

FRANZ M. DOLBERG

G. F. SKEOR, Special

F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864
Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER

Office Address: "Boales," U. S. A.
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Hopkinsville, Ky.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices
THE LOWEST.

We will Duplicate Any Shape you are now using, regardless
of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR Gold Leaf
Embossed Work

BOXES of Every Description

A. Kauffman & Brc., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS
Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.



BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
La Belle Creole	Nerve	Florodora
Fontella	Star	Florodora Operas
Renown	Lillian Russell	Pioneer
Salva Fuma	Turco	

ARE VALUABLE TO EVERY JOBBER

RETAILER

AND CONSUMER

They increase the demand of Consumer
thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
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JAMES PRANGLEY, Jr.,
First Class Insurance on
Stock Companies Only. Fire Insurance Tobacco & Cigars
a Specialty.
27 E. Orange St., Lancaster, Pa.



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor
Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

FOR SALE BY ALL DEALERS



THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro Cable Address,
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Leaf Tobacco Brokers,
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Le Droit Building, WASHINGTON, D. C.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

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Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

E. A. CALVES & Co. <O> HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



Buy 3-I-C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3-I-C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

L. E. Ryder, Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
❖Cigars❖
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

TEXAS TOBACCO FACTS
"Millions for Farmers"
Exhaustive tests prove that the best grade of...
CUBAN LEAF
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER—MILLERSVILLE, PA.



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

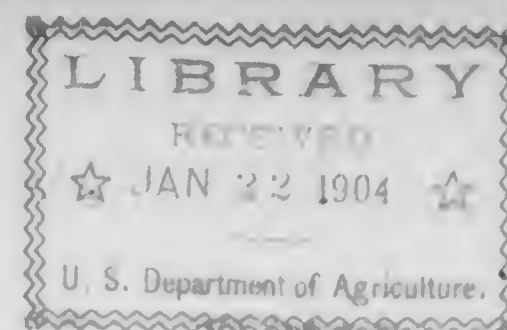


NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

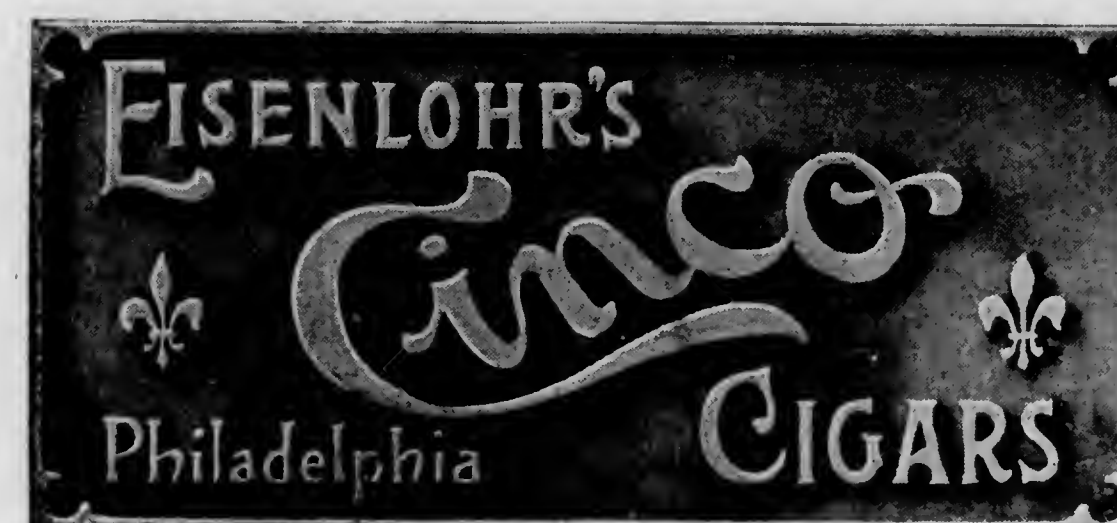


THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 3

PHILADELPHIA, JANUARY 20, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.



Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.

Cigar Manufacturers,
210, 212, 214 North Broad Street,

Philadelphia.



"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
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MANETO

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(LORD LANCASTER, 10c.)

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615 Market St., Philada.

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E. E. Kahler,

328 to 332 Buttonwood Street,
Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with
the Wholesale and Jobbing Trade.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana

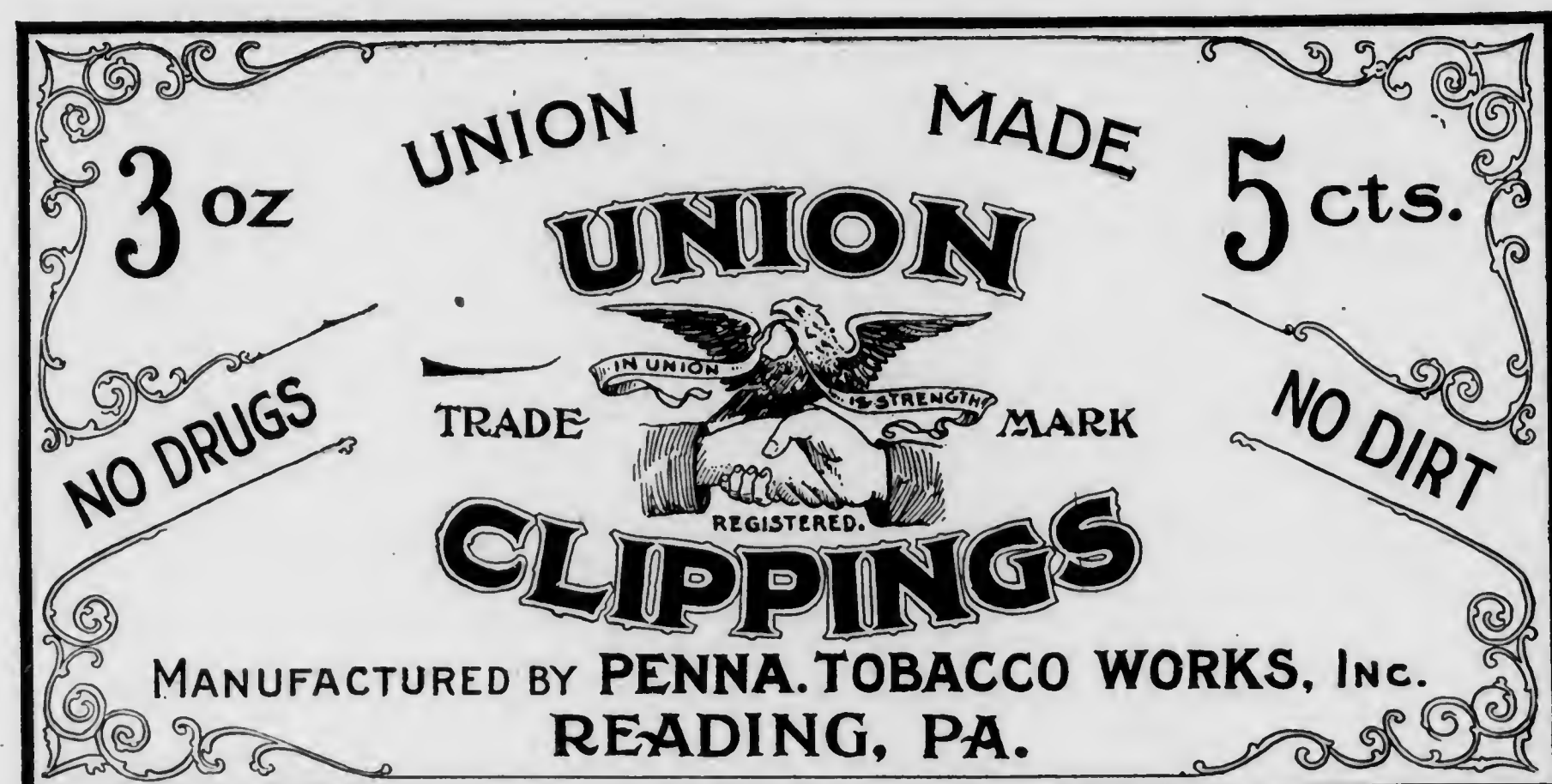
CIGARS

Lancaster, Pa.



G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN

Smoking and Chewing TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by

PENNSYLVANIA TOBACCO WORKS, Incorporated,

Factory No. 7, 1st Dist. Pa.

READING, PA.

Established 1902.

For Genuine Sawn Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —



Established 1881

Incorporated 1902

Published Every Wednesday
BY THE

TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia.

JAY Y. KROUT, H. C. MC MANUS,
Presd't and Gen'l Manager. Sect'y and Treas.

Entered at the Post Office at Philadelphia, Pa.,
as second class matter.

NEW YORK OFFICE:

A Special News Department is maintained in New York City, which is recognized as the largest news centre in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

PHILADELPHIA OFFICES:

The Printing, Mailing, Subscription and Advertising Departments are located in Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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Single Copies, Five Cents.

In all countries of the Postal Union, \$2.00 per year,
postage prepaid.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, No. 224 Arch Street, Philadelphia, Pa.

Register Your Trade-Marks
with
The Tobacco World,

Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

What is Tobacco?

Nicotin and resin, and substances of fat,
Form parts of tobacco. Were you aware of that?
Oxalic acid, citric acid, also common sand,
Cellulose, ammonia, the leaves draw from the land.
Nitric acid, pectic acid, also may be found
When the crop is ready for taking from the ground.
Glucose, too, is present; albumenoids are there;
Starch and malic acid call for curer's care.
Besides all these, acetic acid has a place to fill.
Do you wonder that these make the small boy
very ill?

Transfer of Patronage.

THAT part of the resolutions adopted by the Philadelphia Leaf Tobacco Board of Trade concerning transfer of railroad patronage was by no means in the nature of an idle threat. As a matter of fact, at least two of the concerns represented at the meeting had already shown their opinion of the Pennsylvania road's side-tracking order, they having transferred to the Reading road all business which could be so transferred. In one instance

this had amounted to \$900 and in the other to \$400 in the preceding week. Of course such large amounts of freight patronage are not in the control of many leaf tobacco houses except early in January when shipments are always heavy, but the aggregate of the freight received and shipped in the course of the year by the leaf houses of Philadelphia is very large. However distasteful to President Cassatt the resolutions passed by the local leaf dealers may be, he cannot complain that they are indefinite. They are frank and outspoken, and, as such, will doubtless receive more attention than if they were couched in less emphatic language.

Winning a Thousand.

"WHIRRRR!" went the alarm clock, one morning in January, 1903.

Charlie Beckett was awake in a moment. The room was dark, but he needed no light to learn the time. Every morning at six the same horrible din sounded in his ears, and he knew that if he wanted to hold his job he must get up and go to work. Sometimes, when he was particularly tired, he felt tempted to lie in bed until fully rested, and let somebody peddle tobacco in his place.

"What's the use of going to work, anyway?" he would, on such occasions, ask himself. With him it was only a case of earning some money to buy some food to get some strength to do some work to earn some money to buy some food—all this over and over again. If he only had a few hundred dollars, he needn't be merely the helper of John Barnes, the tobacco peddler. There were lots of places in Cincinnati where he could open a neat little cigar store. With such a store as five hundred dollars would enable him to open, his income would be three or four times as much as he could earn by peddling tobacco, for he had many friends who would patronize him, and he was sure he could make many more.

And then?

Then! Yes, if he could in any way manage to raise money enough to go into business for himself—he hardly dared think of the happiness which might, even probably would, follow.

But what was the use? Martha Huthsteiner's father, while not rich, was a prosperous grocer, and in his Vine street store was becoming more prosperous every day. In his trips around the city in search of customers Charlie had dropped into the Huthsteiner grocery. There he had seen Martha! Pretty? Of course she was. Wasn't she the daughter of German parents and born and reared in America? Where, the world over, can be found any class of girls among whom there are so many who have symmetrical features, graceful and plump figures, pure complexions and fine eyes as among the daughters and grand-daughters of the German immigrants of a few decades ago? But Martha was not only pretty. She had made good use of her opportunities in school, and, now that she was in her seventeenth year, she was in full charge of her father's accounts, and, as cashier, sometimes handled more money in a day than

Charlie could earn in a year.

Martha and Charlie were good friends. Both were bright and of similar tastes, but the young man never for a moment, unless he was on the edge of dreaming, dreaming, thinking in his sleep, Wandering in Dreamland, where happiness is cheap,

have dared to think of becoming her husband. In the first place, old Huthsteiner would have kicked him out of the store had he ventured to propose anything so preposterous. In the second place, Martha would have been both shocked and pained by such temerity, and would not only have told him that marriage between them was impossible, but their good-fellowship and comradeship would be at an end forever. In the third place, Charlie himself was too manly and sensible to think of taking a wife when all he could do was to support himself.

The last of the spiteful whirl of the alarm clock on that January morning was dying away when Charlie jumped out of bed, concluding that he would still stick to his job, but with a firm resolution to grasp any opportunity which might offer for improving his condition in the world. His breakfast finished, he went to the place where his employer's name was over the door and made ready to start out on his rounds. He found that he was a little ahead of time, however, and, seeing a copy of The Tobacco World lying on his employer's desk, picked it up and began to turn over the leaves. A moment later his eye fell on a full-page advertisement, headed

SAVE CIGAR BANDS!
ANOTHER FREE DISTRIBUTION OF
\$142,500



And then Charlie began to wonder whether, by any possibility, he could win one of the prizes in the Florodora Tag Company's contest. Of course, there wasn't the ghost of a show of winning the first prize, five thousand dollars, he told himself, nor was there any better prospect of winning one of the twenty-five hundred dollar prizes, nor of winning one of the thousand dollar prizes. But five hundred dollars, the amount that would enable him to begin to carry out his ambitions! Ten persons were to win that sum each. Why shouldn't he try to be one of them? And if he wasn't one of the ten, he might be one of the twenty to win two hundred and fifty dollars each, and he could make a start in business with that amount.


Collecting the cigar bands necessary for registering a guess was a very simple matter, but how was he to decide on what figures to send in? Who would help him? Surely Miss Martha should be able to make as close an estimate as anybody. He would ask her.

That day his trip among his customers took him through Vine street, and he stopped in to have a chat with the pretty cashier. Without telling her of his wild hopes, in which she formed no small part, he suggested, as if casually, that she should make an estimate of the number of cigars on which taxes would be paid the next November. Had either of them known that the total number of guesses would run up to eight

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

John T. Dohan.  Wm. H. Dohan.
FLOR de DOHAN & TAITT,
D & T Importers of Havana and Sumatra
Packers of  107 Arch St. PHILADA.
Leaf Tobacco

Established 1825  **LEWIS BREMER'S SONS**
IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF TOBACCO
HAYANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in ALL KINDS OF
Leaf Tobacco SEED LEAF TOBACCO
HAYANA and SUMATRA Tobacco
Co., Ltd. 118 N. 3d St. Phila.

 **Young & Newman,** SUMATRA & HAVANA 
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.



BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana AND Packers of Leaf Tobacco
306 North Third St., Phila.

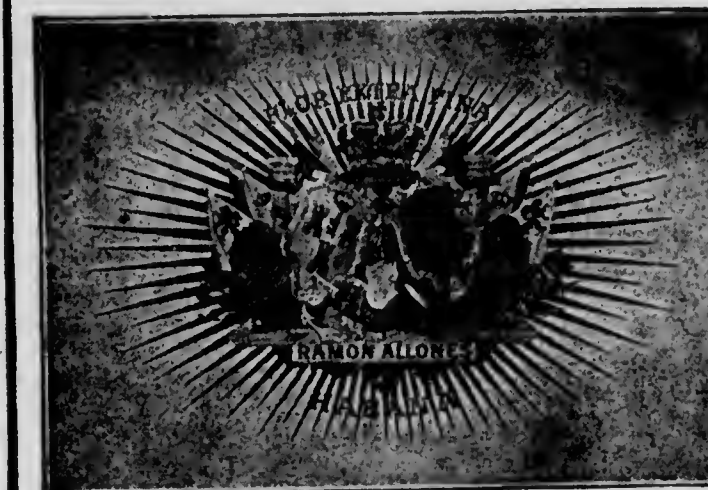
GEO. BURGHARD
Importer of SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York
— THE TOBACCO WORLD —

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.



Factory, Galiano 98, Havana, Cuba.

Finest Havana



CIGARS



This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

millions, they probably would not have run the risk of wasting paper, envelope, ink and postage; but the risk seemed so slight and the possibilities so great that they decided to have a try. Having learned what the sales of cigar stamps had amounted to in each month for the past two years, Martha concluded that somewhere between 578,000,000 and 579,000,000 was as good an estimate as could be made, and finally put down the figures 578,157,260. These were sent in to the Jersey City office in the name of "Bickert & Huthsteiner."

Of course, when the government figures—578,157,470—were announced in December, both the young man and the young woman were surprised and delighted, but until the awards were made public they were prepared for disappointment. Every day they watched for the announcement of the committee on awards. The gentlemen of that committee found that the fifth estimate was, in point of accuracy, that of "Bickert & Huthsteiner," of Cincinnati. "Some firm of tobacco jobbers," was the natural inference of the committeemen, who little suspected that their award meant money enough for Charlie to put him into business for himself and money enough for Martha to buy a beautiful trossseau.

The above, dashed off as fast as the pen of a newspaper hack-writer usually travels, is very largely imaginary, but it serves to illustrate what might be done in story-writing by a person with ample time and really gifted in that direction, and with the following news paragraph as a text:

Cincinnati, O., Jan. 9.—Cincinnati got third money from the Florodora contest. Bickert & Huthsteiner are not a partnership firm here, but were only formed for the guessing contest. Charlie Bickert is in the employ of John Barnes, the big tobacco peddler, and in his rounds he met Miss Martha Huthsteiner, daughter and clerk of Louis Huthsteiner, the Vine street grocer. Miss Martha made the estimate, and Charlie put up the tigs, and now they are sharing evenly the \$1,000 prize.

PORT OF NEW YORK.
IMPORTS
Arrivals at the port of New York from foreign points during the week ending January 16, 1904.

Bremen.—E. Rosenwald & Bro., 1 case tobacco; Gustave Salomon & Bros., 1 do.
San Juan.—American Cigar Co., 190 bales scrap tobacco; 34 crates tobacco; American West Indies Cigar Co., 9 cases cigars; G. W. Sheldon & Co., 20 bales tobacco; R. A. Manrique & Co., 6 cases cigars; Matteo Rucabado & Co., 9 cases cigars; G. W. Sheldon & Co., 3 cases cigars; American West Indies Trading Co., 20 cases cigars; DeFord & Co., 3 cases cigars; Porto Rico Commercial Co., 3 cases cigars.
Glasgow.—T. Meadows, 31 cases tobacco pipes.
Ponce.—Clyde Steamship Co., 1 case cigars; J. Menendez, 1 case cigars; S. Fernandez, 4 bales tobacco.

Mayaguez.—Jeronino Menendez, 1 case cigars.
Havana.—J. E. Ward & Co., 275 cases cigars and cigarettes, 100 trunks cigarettes; American Trading Co., 2 cases cigars and cigarettes.
Savannah.—Louis Sylvester & Son, 140 bales tobacco.
Liverpool.—American Tobacco Co., 143 cases cigarette paper.
London.—J. W. Surbrug, 3 cases tobacco; goods; Atlantic Transport Co., 8 bales tobacco; Philip Morris & Co., 2 cases cigarettes.

SUMATRA TOBACCO.
Str. Sluiterdyk, arrived Jan. 10:
Hinsdale Smith & Co. 40 bales
L. Loeb & Co. 30 "
L. Schmid & Co. 25 "
Rossin & Sons 24 "
L. Friedman & Co. 11 "
F. & E. Cranz 10 "
Herz Brothers 7 "
American Cigar Co. 500 cases
Herz Brothers 23 "
Pim, Forwood & Kellock 1 "
Str. Statendam, arrived Jan. 14:
United Cigar Mfrs. 231 bales
S. Rossin & Sons 32 "
G. Falk & Brother 32 "
A. Cohn & Co. 15 "
A. Blumlein & Co. 10 "
L. Friedman & Co. 3 "
The Hilson Co. 2 "
G. W. Sheldon & Co. 1 case

HAVANA TOBACCO.
Str. Esperanza, arrived Jan. 10:
James E. Ward & Co. 344 bales
Emmanuel Hoffman & Son 132 "
W. R. Grace & Co. 104 "
Gustav Salomon & Bro. 10 "
Str. Mexico, arrived Jan. 13:
James E. Ward & Co. 401 bales
S. Rossin & Sons 310 "
Yocum Brothers 250 "
American Cigar Co. 232 "

L. Goldsmith & Co. 216 bales
Sartorius & Co. 180 "
L. Friedman & Co. 176 "
Hinsdale Smith & Co. 158 "
Weil & Co. 153 "
J. Cohn & Co. 114 "
Glaccum & Sons 82 "
S. Ruppert 72 "
A. Leopold & Co. 71 "
Carl Vogt & Son 70 "
F. B. Vandegrift & Co. 66 "
Manrazz & Bros. & Co. 56 "
B. Diaz & Co. 51 "
A. Bernheim & Co. 43 "
Kaiser & Boasberg 20 "
C. Lopez & Co. 12 "
S. P. Goldberg 10 "
Starr Brothers 10 "
Hamburger Bros. & Co. 8 "
Simon Batt & Co. 5 "
A. Moeller & Co. 3 "
Order 4 bbls.

Str. Havana, arrived Jan. 15:
E. Hoffman & Co. 94 bales
Yocum Bros. 93 "
J. Gonzalez & Co. 74 "
James E. Ward & Co. 65 "
Manuel Alvarez 40 "
Leonard Friedman & Co. 35 "
G. Salomon & Bro. 20 "
Brown Bros. & Co. 9 "
J. Bernheim & Son 2 "
J. Gonzalez & Co. 6 bbls.

HAVANA CIGARS.
Str. Mexico, arrived Jan. 13:
Havana Tobacco Co. 90 cases
G. S. Nicholas 15 "
National Cuba Co. 8 "
Acker, Merrill & Condit 6 "
G. W. Faber 4 "
Order 4 "
B. Wasserman 4 "
Park & Tilford 3 "
Michaelis & Lindeman 2 "
M. D. T. Co. 2 "
Waldorf-Astoria Segar Co. 1 case
James E. Ward & Co. 2 bbls.
James E. Ward & Co. 3 t'ks

THE REALM OF THE RETAILERS

A Simple Method of Bookkeeping for Retail Merchants.

BY C. T. INMAN, DENVER, COL.

The books to be used are as follows: Ledger and two common manila two-column sale books (journal ruling).

On the first page in the ledger enter a statement of assets and liabilities containing at least the following data:

Assets. Liabilities.
Cash. Accounts Payable.
Stock (Mdse). (Other Indebtedness)
Accounts Receivable.
Other Assets.

The difference between the assets and liabilities will be the dealer's net worth.

He id the last eight pages in the ledger as follows:

1. Goods sold for cash.
2. Goods sold on credit.
3. Goods bought on credit.
4. Goods bought for cash.
5. Cash received on account.
6. Cash paid on account.
7. Expense.
8. Goods returned from customers.

Take one of the sales books, head columns as in form (A).

As credit sales are made, enter customer's name and items bought, but carry only the total of the purchase into the first column. Any goods returned by the customer should be entered as above, except that the total would be entered in the second column. As the page fills up, foot up each column separately and carry to corresponding column on next page until the end of the month, when the total of the first column is entered on the page in the ledger marked "Goods sold on credit," and the footing of the second column is entered on the page headed "Goods returned by customers."

If duplicate sales tickets are used, simply enter the customer's name, date and amount of sale or return in its proper column and file the sales ticket in shape for convenient reference. Now, at such time in the day as is most convenient the sales are entered in the ledger as charges to the customer's account and the returns as credits, and checked in the sales book to show that they have been so entered.

Now turn to the last page of the sales book and head columns as in form (B).

As goods are received from the wholesaler the invoice, is, of course, checked for quantities, prices and extensions. Any returns or deductions are noted on invoice and deducted from its footing. Now, on this last page enter the name of the house the goods were bought from,

the date of the invoice, and the amount after making all deductions. Treat all invoices in this manner until the page is full, then carry footing over to the preceding page, and so on to end of month, when footing is carried to ledger page marked "Goods purchased on credit." After so entering the invoice, file alphabetically.

No ledger account is necessary with the people of whom the retailer buys goods, as they have to keep his account in shape for convenient reference and will send him statements periodically, at which time he should check with invoices on his file and notify them at once of any difference. If retailer discounts his bill, the discount should be taken from invoice when it is checked up and net amount of invoice entered.

Freight is considered as expense and so entered through cash book. For the cash transaction the retailer will use his other manila sales book.

Skip the first page and commence work on the second. On the right hand page rule an extra column beside the two already there, as in form (C). On the left-hand page mark first column "Cash on account," and second "Cash sales." As customers pay on account, their names are entered and the amount placed in the first column from which it is placed to the credit of the customers' account in the ledger. As cash sales are made, the amounts are placed in the second column.

On the right-hand page head the extra column "Cash paid on account," the next "Goods bought for cash," and the last "Expense." As money is paid out on account, or in settlement in full, enter amount in first column opposite the name of person to whom paid. All cash purchases are entered in second column, and all cash paid for running expenses, freight, rent, clerk hire, etc., placed in the third column.

As soon as either page is full, foot each column separately and carry to proper column on next corresponding page, always remembering that "Cash receipts" are on the left-hand page and "Cash disbursements" are on the right. At the end of the month, carry the footing of each column to its proper page in the ledger. The difference at any time between the footing of the left and right side of the cash book is the amount of cash there should be on hand. The bank account is considered as so much

cash. As checks are drawn, the dealer considers them exactly as he does the money he pays out, and makes his entries accordingly. When making his deposits, he should consider that he is taking money out of one pocket (the cash drawer) and placing it in another (the bank), hence no book entry is necessary; his check stubs show at any time his balance in bank.

Now, if the dealer's cash balances, the cash book entries are correct; if it does not, the difference must be located and adjusted. If the dealer so wishes, he can prove his customers' accounts in the following manner:

Add to "Accounts receivable," as

shown in statement of Assets and Liabilities, the footing of ledger pages marked "Credit sales," and deduct the footing of ledger pages marked "Goods returned from customers" and "Cash received on account." If his work is correctly done, the footings of each amount due from his customers, as shown by their ledger accounts, will equal this amount exactly.

The comparison shown by the eight pages in the ledger will be of a highly interesting and instructive nature to the dealer, and will aid greatly in determining his future operations and help in a great measure to stop leakages, by keeping him thoroughly conversant with the principal features of his business.

FORM A.
January, 1903.

Day	L. F.	SALES.	Total of Each Sale.	Total of Each Return.

FORM B.
January, 1903.

Day	L. F.	PURCHASE.	Am't of Invoice

FORM C. (Left hand page.)
January, 1903.

Day	L. F.	Cash Received	On Account.	Cash Sales.

FORM C. (Right hand page.)
January, 1903.

Day	L. F.	Cash Paid.	On Account	Goods Bought for Cash	Expense.

Two Kinds of Patronage.

Interesting the public in a manner that will bring them to the store to trade is not so much a matter of making your brain do stunts and bring out some brand new scheme every little while as it is the doing of even the commonplace in a way that keeps everybody thinking about you and holds the attention of everybody whenever you have anything to say about what you are offering. A good share of the public may be willing to run out and look at a brass band and listen to a bass

drum, but not very many people follow the noise a great ways, for they have other business, and the string that makes up the procession is not a very satisfactory crowd when it comes to having the money to spend. The procession followers may be willing spenders, but they seldom are very large possessors of the money.

—A mistake may be made the keystone of system—the foundation of success. The secret is simple: Don't make the same mistake twice.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
—THE TOBACCO WORLD—

Among Pennsylvania Cigar Manufacturers.



H. F. KOHLER.

The wonderful evolutions in the cigar manufacturing industry of the Ninth Pennsylvania Internal Revenue District are daily becoming more and more apparent. In many instances the change in character and quality of their products, tending toward a higher grade of goods, has been very great. Nor need one go back many years to find the point of commencement of this transformation. Not only has it culminated in a greater output for that district, but it has practically eradicated a common prejudice which once existed against the goods bearing indications of having come from the Ninth Pennsylvania District.

Competent manufacturers have prospered lately as never before, while the producers of spurious goods are fast falling from the ranks and are being left by the wayside.

It is a pleasing study to note the character of the men who have, to a greater or less degree, aided in happily bringing about this improved condition. Their evident enthusiasm, energy and thrift have proven incentives to others, who were willing to benefit by the example set before them. The day of \$7.50 per thousand for cigars (so called) is virtually

REVENUE RULINGS.

Official Interpretations of United States Laws and Regulations.

A cigar manufacturer desires to be informed in regard to placing on the market a preparation consisting of about 75 per cent. of tobacco stems, 25 per cent. of sulphur, pine tar, turpentine, etc., as a vermin destroyer to be put up in packages, say, of 2 pounds and 100 pound bags. He was advised that the regulations would not permit a cigar manu-

facturer to conduct the business of manufacturing an insecticide from his stems and other waste material and sell the same in packages as proposed on his factory premises; but that having destroyed the stems and waste material by rendering the same unfit for consumption as a taxable product as required by the Regulations No. 8, page 22, there would be no restriction upon the removal of the same from his factory premises and the disposing of it in any man-

ner he might choose. A collector advised that certain retail dealers in manufactured tobacco in his district sell to their customers several statutory packages of different brands of tobacco, and while the customer who is a consumer is waiting, at his request the contents of the several packages are mixed together and placed in a box of one-half or one pound, as the case may be. The collector desires to know if this can be done without the dealer qualifying as a tobacco manufacturer and restamping the mixture. He was advised that if the tobacco is sold as described to a customer who is also a consumer, and the tobacco is not to be resold, the dealer would not be required to qualify as a manufacturer of tobacco nor to restamp the packages. A party makes inquiry of the Commissioner as to the proper course for him to pursue to pay the internal revenue tax on a lot of cigarettes which he desires to have sent to him by mail from Porto Rico. He was instructed that the more direct way to pay the tax would be for him to apply to the collector for his district for the necessary stamps and forward them to the consignor of the goods at Porto Rico, who would also be required to put up the cigarettes in statutory packages of 10, 20, 50 or 100 as the applicant might desire; that the stamps in question should be affixed to the package in such manner as would insure the same being broken upon the opening of the package, and the stamps should be properly canceled by the consignor writing his name and date across each stamp; that by following this method all trouble would be avoided and the goods would go directly to applicant by mail properly taxpaid; that when applying for the stamps he should advise the collector of the size of the packages in order that he might furnish him with stamps of proper denominations.

NATIONAL ASSOCIATION MEETS.

Of the thirty-nine delegates present at the second annual convention of the Cigar Dealers' Association of America in Chicago last week twenty-five represented the Chicago local association, the others being three each from Cincinnati and New York, two each from St. Paul, Minneapolis and Omaha and one each from Grand Rapids and Detroit.

By approval of the report of the Committee on Constitution and By-Laws, the semi-annual per capita tax is abolished and associations having a membership of 50 or less pay an annual fee of \$5; over 50 and up to 200 members, \$10 annually, and \$25 for every local having more than 250 members.

Constitution and by-laws may be amended by two-thirds vote of the board of directors present in person or

by proxy at any meeting, but such amendment must have been submitted in writing to the secretary and copy mailed to each member of the board at least 15 days before date of meeting; may also be amended by majority of delegates at the annual meeting.

The board of directors has legislative and executive power and appoints all standing committees. It may remove any of its members or any officer of the association for cause, subject to the decision of the National Association to which the accused may appeal. The board may enter into contracts for the association and do all things necessary to advance the cause.

Officers as follows were elected: President, Robert E. Lane, New York City; first vice president, C. J. Holton, Detroit; second vice president, T. J. Donigan, New York City; third vice president, Samuel Joseph, Cincinnati; secretary, C. E. Case, Chicago; treasurer, Jacob Berolzheimer, Chicago.

Directors—President Robert E. Lane, ex-officio, chairman; C. J. Holton, Detroit; T. J. Donigan, New York; Sidney J. Freeman, New York; E. L. Smith, Grand Rapids; R. G. Fischer, Minneapolis; L. K. Newman, St. Paul; C. A. Tracey, Omaha; Samuel I. Joseph, Cincinnati; M. W. Duffley, I. Lutzar, Emil Griefen, O. Schrader, Henry Leopold, Albert Breitung, J. P. Stewart and John J. Dolan, all of Chicago.

Executive Committee—M. W. Duffley, John J. Dolan, Albert Breitung, Henry Leopold, Emil Griefen. Finance Committee—M. W. Duffley, Henry Leopold, Albert Breitung, John J. Dolan, all of Chicago; T. J. Donigan, New York, and I. Lutzar, of Chicago.

Trustees—Albert Breitung, Henry Leopold and John J. Dolan.

The headquarters will remain in Chicago for 1904.

EXPERIMENTS WITH TOBACCO.

It Will Be Grown Under Canvas in Several Counties in Kentucky.

A dispatch from Maysville to the Louisville Courier-Journal says that the Continental Tobacco Company has arranged to grow a lot of white Burley tobacco under canvas in several counties in Kentucky this season to test the question as to the superiority of such tobacco as that grown in the open air. Two acres of this tobacco will be raised on the Hon. James E. Cahill's farm, near Lewisburg. The company will furnish all the canvas and other material for covering the ground. That canvas is heavier than the ordinary canvas and will be supported on a frame work of scantling at height of nine feet. There will be entrances to admit the teams and hands engaged in the cultivation of the crop. It is said the covering alone will cost \$100 an acre. Mr. Cahill is to look after the cultivation of the crop, and the Continental has an option on the output at 10 cents a pound.

—Ed. L. Wiggins, who has the largest retail cigar store in Lewiston, Idaho, has removed his handsome establishment to the Theisson Block, where he has opened the most up-to-date cigar store in the Northwest.

18 **E. A. CALVES & Co.**  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haevssermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
Tobacco

120 North Third Street,
Philadelphia.

H. Velenchik

S. Velenchik

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**
Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

Cable Address
"HARR"

Sumatra Tobacco

Joseph Hirsch & Son

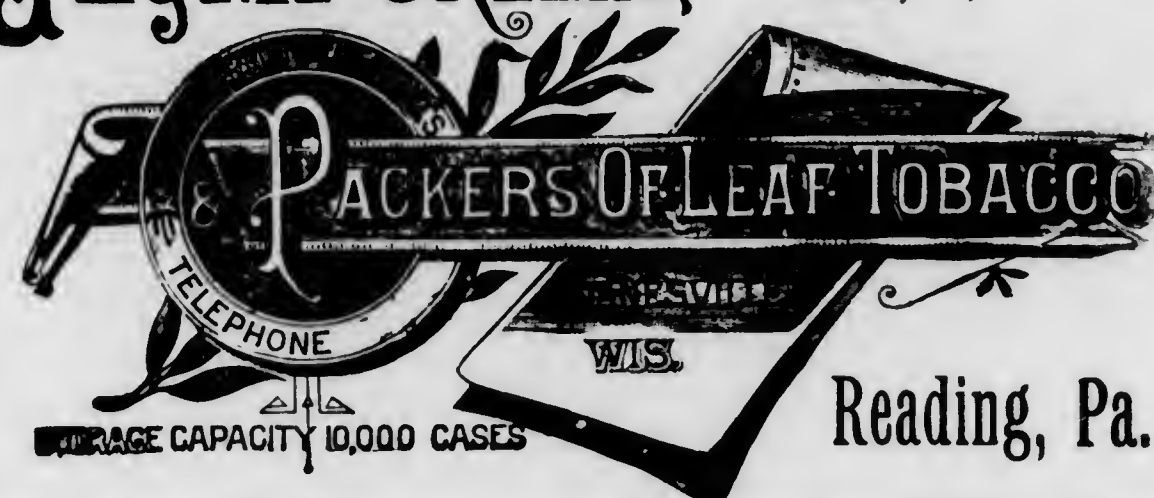
6.2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF
Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.

J. L. & M. F. GREENE,

PACKING HOUSES:
Janesville,
Milton,
Albany, } Wis.



Reading, Pa.

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA DATA
LA FURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:
"Angel," Havana **Reina 20, Havana** P. O. Box 98

LARGE HAVANA CROP NOW ASSURED.

Harvesting Already Begun in Some Parts of Cuba, and to Become General in All
Sections in About a Fortnight.

HAVANA, January 11, 1904.

A fairly satisfactory business exists in the Havana market, considering that the new year has only just commenced, and that the tide of Northern buyers has hardly begun to turn to the Southward, to the always green fields of the beautiful isle of the Antilles. A conservative count of the stocks on hand in all of the warehouses in Havana might overrun the balance of 101,407 bales a trifle, but in first hands there are surely not above 60,000 bales left unsold and this includes all growths (1901, 1902 and 1903 crops), as well as all classes. This scarcity of surplus stock is bound to make itself felt more as the season advances. Luckily for the American buyers, their countrymen here have taken time by the forelock and can help them out in case of a coming pinch, although under the circumstances prices cannot possibly go lower for prime goods.

Sales amounted to 3500 bales in all—2300 Vuelta Abajo, 300 Partido and 900 bales of Remedios. The American buyers purchased 2500 bales; for Europe 200 bales were taken, and local manufacturers replenished their holdings by buying 800 bales.

THE 1904 CROP.

All reports continue favorable. The weather is ideal, cool at night and fairly warm during the day. Cutting has commenced to become general in the Vuelta Abajo and Partido regions, but in the Santa Clara province the crop is backward yet, and cutting may not start in upon a large scale before the month of February. A large crop appears to be assured, only the percentage of wrappers and the quality being still in doubt.

BUYERS COME AND GO.

Arrivals—G. W. Nichols, of G. W. Nichols & Co., New York and Key West; D. Nussbaum, of Nussbaum & Bauer New York; Stephen G. Ruth, the well-known tobacco broker, of New York; Louis Hirsch, of Joseph Hirsch & Son, New York; Avelino Pazos, of A. Pazos & Co., New York and Havana; Marco Pollack, of Marco Pollack, Havana; W. Baeder, of W. Baeder, New York; E. Lincoln, of P. Pohalski & Co., New York and Key West; Jose Llovera, of J. Llovera & Co., Tampa, Fla.; M. Neuberger, of H. Neuberger, Bremen, Germany.

Departures—E. H. Smith for New York; P. E. McNear for New York; F. Jacoby for New York, via Florida; Louis Goldsmith for New York; R. Goldsmith for New York; Max Maier for

New York; J. M. Fortier for Montreal, Canada; M. E. Spilling for Toronto, Canada.

CIGAR MANUFACTURING.

Havana cigar manufacturers are working steadily, as quite good-sized orders have been received from the United States, London, France, Austria, the South American Republics, Australia, et cetera. The exact statistics of the exports for the year 1903 are not yet available, but it seems that, notwithstanding all the drawbacks, the total shipments overrun those of the year 1902 slightly, and while the Havana Tobacco Company claims to have done a business of 99,000,000 cigars, the Independent factories have shipped over 100,000,000. The output of the Trust factories may not reach more than 45 to 48 per cent. of the total output, therefore, instead of growing in power, the Trust is losing ground. The only stronghold of the latter is in the United States, and whether it is able to keep this position time will tell. Should the pending application of the clear Havana cigar manufacturers in the United States, as regards abolition of the import stamp, be decided upon favorably it is more likely that the Trust would suffer more than the independent factories here. In fact the latter would only welcome the success of their Northern allies in the United States, as they are both working upon the same basis, viz.: that the public should bestow their patronage upon those factories that excel in their product.

H. Upman & Co. have orders on hand which may necessitate an increase in the number of their cigar makers. "Sol" is also busier than last month. "Ramon Allones" is feeling the effects of the reciprocity treaty by receiving larger orders from the United States. In fact all the Independent factories are confidently looking forward to a good business during the year 1904.

BUYING, SELLING, ETC.

Rabell, Costa & Co. had a very good beginning, as they sold 500 bales of Vuelta Abajo to the United States and city factories.

Louis and R. Goldsmith made purchases of 500 bales of all kinds of leaf. G. Salomon y Inos, started well by making sales to the extent of 400 bales of Vuelta Abajo and Remedios.

Max Maier and J. M. Fortier were liberal buyers in our market.

Sobrinos de A. Gonzalez turned over

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,

FABRICA DE TABACOS



**SOL and
LUIS MARX**

**LUIS MARX
HABANA**

Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, **Habana, Cuba**
O'Reilly 50, P. O. Box 493,

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, **HAVANA, CUBA.**
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
CROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, **HAVANA**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont' Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO **HABANA, CUBA.**

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. **Habana**

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF

Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. **Havana, Cuba.**

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," **Habana, Cuba.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

300 bales of Vuelta Abajo, Partido and Remedios.

Leslie Pantin as usual has his hands full in attending to his various customers, and must have purchased fully 1000 bales upon commission.

Rodriguez Bautista & Co. closed out 300 bales of Vuelta Abajo and Remedios.

S. L. Goldberg e hijos will move to Amistad 95 and Dragones No. 8 during the coming month, as their present warehouse is too small to do their increasing business in. Sidney Goldberg, "el Rubio," is still in the golden state, partly for pleasure, although he surely keeps his weather eye open watching for any business that may present itself. He will be back in Havana by the end of January.

Bruno, Diaz & Co. had no trouble in selling 250 bales of Vuelta Abajo and Partido from their renowned holdings.

Avelino Pazos was lucky enough to find some small lots of good tobacco in the country still, and he also disposed of 100 bales of leaf to one of his particular customers.

Suarez Hnos. are holders of some excellent vegas of Vuelta Abajo and first-class Remedios tobacco. They sold 200 bales of the former to a local manufacturer this week. Don Antonio and Don Cucho Suarez are hard workers. Ranking amongst the best of connoisseurs and being large packers of the choicest districts of the Vuelta Abajo, they cannot help attracting buyers. They do business upon straightforward principles and are satisfied with a small margin of profit.

Jose F. Rocha turned over 200 bales of Vuelta Abajo.

Sobrinos de V. Diaz continue to cut tobacco upon their Tumbadore farm "El Mamey." Don Narciso Gonzalez and his brother, Don Antonio, are dividing their time in attending to the latter and their warehouse Angeles No. 10. They sold 200 bales of Vuelta Abajo and Remedios during the last eight days.

Aixala & Co. disposed of 200 bales of Vuelta Abajo and Partido.

Don Luis Cantor and Louis C. Cantor, of Leonard Freedman & Co., are expected to return here upon the 13th inst. Don Jose Vega recently sold 200 bales of Vuelta Abajo.

A. M. Calzada & Co. kept on moving by turning over 200 bales of Vuelta Abajo. Don Antonio will leave for the Vuelta Abajo this week to inspect his growing and partially cut crop, as well as to form a general opinion of conditions all over the region.

Muniz Hnos. & Co. made a start this year by closing out 150 bales of Vuelta Abajo, and they are now considering offers upon a large quantity of their Remedios holdings.

The Loeb Nunez Havana Company sold 100 bales of Remedios, Antonio Suarez disposed of 100 bales

of Vuelta Abajo.

Charles Blasco is a hustler and one of the younger commission merchants in Havana who has a future before him. As his charges are moderate and he does business upon an up-to-date method, the volume must make up for the smaller profits. He is ably assisted by Carlos M. Wintzer, Sr. and Jr., who are thoroughly posted and constantly in the market to execute orders entrusted to them. He has purchased about 700 bales since January 1, 1904, upon a commission basis only, and the number of his friends is increasing from year to year.

Receipts of Tobacco from the Country, Since January 1, 1904:

Vuelta Abajo	166 bales
Semi Vuelta	8 "
Partido	344 "
Santa Clara and Remedios	516 "
Santiago de Cuba	5 "
Total	1,039 bales.

At the National Capital.

Reciprocity with Cuba—Hearing on the Otjen-Tawney Bill—Duty on Imports.

Washington, D. C., Jan. 16.—Contrary to the general expectation the Cuban House failed to approve the bill to appoint a commission to modify the tariff and it is said here by those who claim to know that this was due to influence brought to bear upon members of the Cuban Legislature, which influence emanated from administration circles in this city. The Cuban House, it appears, favored empowering President Palma to raise the duties 25 per cent. where he considered it necessary, and the Senate has finally approved the bill authorizing the Executive to increase the duties in his judgment, not to exceed 30 per cent., more than the present rates, as adopted by the House on the 13th inst. The bill is now in the hands of President Palma.

Mr. Sleeper, the American charge at Havana, reports that the bill will, he believes, be satisfactory to American interests, and fairly so to the Spanish and Cuban commercial interests. The latter, however, declare that they would have preferred a permanent settlement of the question, and point to the lack of an increase in importations under the operation of the reciprocity treaty as evidence that business is not likely to increase while the tariff question remains unsettled.

The sub-committee of the House Ways and Means Committee had another lengthy hearing on January 15 in the Otjen-Tawney, anti-tag bill relating to packages of tobacco. R. G. Hamilton, representing the Bland Tobacco Company of Petersburg, Va., opposed the measure as against the interests of his concern, while John R. Landstreet of the same city replied in favor of its passage.

(Concluded on p. 24.)

CHARLES BLASCO,
COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," **Habana, Cuba.**

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." **Havana, Cuba.**

J. Lichtenstein & Co.
Leaf Tobacco **NEW YORK**
131 Water St.

E. A. KRAUSSMAN
Importer of **HAVANA TOBACCO**
170 Water Street, **NEW YORK**

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1. Havana Office: ANGELES 10, HAVANA.

ARGÜELLES, LOPEZ & BRO.
Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. **NEW YORK.**

UNITED CIGAR Manufacturers
BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., **NEW YORK.**

REGISTER YOUR
CIGAR & TOBACCO BRANDS
with
THE TOBACCO WORLD

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Importers of **J. & E. Cranz, Sumatra Tobacco,** *New York Amsterdam.*
144 Maiden Lane. *Trasvalse*

Adolfo Moeller & Co.

Importers of
Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonzo
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbal.	



ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

84 SCHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE.

NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco
No. 138 Water Street, New York

Established 1840.

Cable "Nargil"

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

Tobacco

125 Maiden Lane,

NEW YORK

MUMUND H. SMITH
EMOS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman.

NEW YORK.

JOS. S. GANS

MOSES J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers &

Packers of

Leaf Tobacco

Telephone—346 John.

No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,

Telephone, 4027 John.

NEW YORK.

HAMBURGER, BROS. & CO.

Hav. Rico,
Port Rico,
Sumatra,
—stic.

Importers and Packers,

No. 228 Pearl Street,

NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA
and Packers of LEAF TOBACCO

197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Reduction of the wages of cigarmakers who make clear Havana goods is now talked of by manufacturers, because of the reduction in the tariff and the fact that labor is much cheaper in Cuba than in this country.

E. D. Klein has moved into his new factory at 504-506 East Seventy-third street.

Although of independent means when ten years ago he retired from the firm of Baker & Du Bois, Charles Baker, widely known as the "Baron," subsequently lost everything through unfortunate ventures on the turf and in Wall street. At the time of his death, which occurred in St. Francis' Hospital, he was a member of the firm of Baker & Crusoe, the factory of which is in Key West, and was about seventy years of age.

A bond of \$1000 was ordered in the Court of Special Sessions by Justice Wyatt in the case of Frank Breslin, of M. P. Breslin & Son, 402 East Sixty-fourth street, accused of selling so-called De Cabanas cigars in boxes, bearing a registered trademark belonging to the Havana Tobacco Company.

The firm of William E. Parsons & Co., in which Gaspar Del Pino has an interest, has bought the cigar factory of Del Pino & Williams at Maiden Lane and Pearl street.

George L. Storm, a wealthy tobacco dealer and president of the Owl Commercial Co., killed himself Thursday afternoon because, it was believed, he feared the result of an operation for appendicitis. He shot himself as he sat at his desk. Peter Miller, an associate in business, said that Storm was informed by his physician that it would be necessary to perform an operation for appendicitis, but an autopsy showed no indication of appendicitis.

Mr. Miller attributes Storm's act to worry over his illness. Mr. Storm was a member of the Lotus Club, of the Metropolitan Museum of Art and of the American Museum of Natural History. He was a director of the German Exchange Bank. He was 63 years old. Mr. Storm leaves a widow, with whom he lived at the Hotel Savoy, and two daughters, Mrs. Adelaide Davidson, and Mrs. Emma Charlick. His only son, Harry F. Storm, died in Mannheim, Germany, about two years ago. He has two nephews, George L. Storm, of the firm of Stratton & Storm, and Charles H. Storm, formerly president of the Bert & Russel Co., and later of the Khe-divial Cigarette Co.

Testimony concerning the different methods of packing leaf tobacco for shipment was heard Thursday by General Appraiser I. F. Fischer as the principal issue in deciding the protest of Sutter Bros., against the action of the Collector of Customs in classifying certain leaf tobacco imported by them. The point of dispute was whether or not three consignments of tobacco received by that firm had been so packed as to disguise the class of merchandise it was, and in doing so to get the benefit of a lower rate.

The tobacco was imported in three shipments, averaging one hundred bales each. The bales arrived in this city in October and were entered for duty as filler tobacco. According to the Collector of Customs an investigation proved that packed in such a manner as to deceive the authorities was a considerable amount of very fine wrapper tobacco. Under the provisions of paragraph 213 of the Tariff Act filler tobacco was then assessable at thirty-five cents per pound, while under the provisions of the same paragraph wrapper tobacco was assessable at \$1.85 per pound. The fact that the wrappers were considered a good grade, however, had no bearing on the case as the duty is uniform for all grades.

Under the statutes, when 15 per cent. or over of a bale of tobacco consists of wrapper tobacco the whole shall be dutiable as such, and from the testimony offered Thursday it is believed that over 40 per cent. of the bales contained that amount. It was also admitted by a witness for the protestants that the bales would probably average ninety pounds each, which would mean a difference of over \$16,000 between the duty assessed by the Collector and the duty claimed by the importers.

The most important evidence submitted at the hearing was the admission by witnesses for the importers that the tobacco had been packed in an irregular manner.

The decision was reserved.

The Havana Cigar Manufacturers' Association is to have a banquet in the near future.

President C. M. Logue, of the American Stogie Company, has installed himself and his headquarters' staff at 111 Fifth avenue.

Meyer & Mendelsohn are the new owners of the warehouse in Haverford, Conn., formerly the property of Luther Brothers. It has capacity for sweating 1350 cases of tobacco at one time.

"This may be a good cigar," said a man as he pulled at it, standing for a moment in the shop, "but I don't seem to relish it. Guess my stomach's a trifle off."

"That's just the way it is," remarked the philosophic tobaccoist. "About 200 persons come into this store every day. Some of them spend \$10 a week with me for cigars, and others don't spend \$2. I lose a certain amount of this trade every week not because I keep inferior goods, but when smokers get a bit out of condition and the cigars don't taste as good as usual they will blame the cigars, and off they go to another shop."

"But it works about the same way with all. My dissatisfied customers go to some other man's store, and other men's dissatisfied customers come to me. So it even up in the end. Out of every ten strangers who drop in here for the first time to buy a cigar I know by experience that I can count on one or two of them becoming regulars."—New York Press.

Charged with being concerned in the operation of an alleged policy shop in East Eightieth street, Nathan Taylor, Max Kaiser and Bruno Schelling were arraigned in the Harlem Police Court yesterday.

Schelling was discharged and Taylor was held in \$1000 bail. Kaiser entered a new defense but was also held for examination in the same amount. He had been found, it was charged, with slips in his possession.

"Your honor, those were not policy slips," he said. "I work in a cigar factory and those were tally slips."

Magistrate Zeller laughed.

On Thursday, January 28, a large quantity of new cigars and tobacco, seized by the Customs authorities, will be sold at the Appraiser's stores. The merchandise will consist of 650 bottles of Spanish rum, 35 demijohns of the same article and 29,000 cigarettes, to be sold for the account of the Collector of Customs at Key West. Also 11,000 cigars, 27,500 cigarettes and 265 pounds of leaf tobacco, to be sold for the account of the Collector at this port.

It is understood that the proposed terms of settlement of the Universal Tobacco Company's suit, which, it will be recalled, was a sensational affair, include the formation of a new company to be called the New Commonwealth Company.

This company will be capitalized at \$1,500,000, divided into bonds \$600,000

and stock \$900,000. It is said the capital is to be made up as follows: \$203,600 stock for \$2,036,600 preferred stock of the Universal, or one share in the new company for ten preferred shares of Universal; \$111,800 stock for \$5,591,600 common stock of the Universal, or one share of stock in the new for 50 shares of common stock of the Universal; \$380,200 of stock and \$380,200 to the Butlers for their loans of \$380,200 with interest to January 1, 1904, which, with additional detailed allowances, make the total \$1,500,000.

Robert B. Boshier, the head of the Boshier Tobacco Company, of Richmond, Va., died at the Netherlands Hotel, New York, January 13, after an illness of one week from pneumonia. He came to New York about ten days before to attend the bedside of his daughter, Miss Ellie Boshier, who was ill with typhoid fever at a hospital. Mr. Boshier was one of the wealthiest men of Richmond and highly regarded by all classes. He leaves a wife and five children, two daughters and three sons. His oldest son, Dr. Robert Boshier, who recently graduated at Vienna, was at his father's bedside.

Schedules in bankruptcy of Robert C. Galindo, manufacturer of cigars, at 20 Fulton and 102 Water streets, show liabilities \$46,027, of which \$8,043 are secured, and nominal assets, \$72,751, consisting of stock, \$6,000; notes, \$2,071; accounts, \$31,079; fixtures, \$800; cash in bank, \$73; tobacco held by bankers as collateral or in storage, \$32,729. Among the creditors are J. Lobenstein, \$13,346; Cora Galindo, \$5,750; W. H. Fleet, \$3,500; secured; Coin Exchange Bank, \$2,911; Sprague National Bank of Brooklyn, \$2,400, secured, and \$1,860, unsecured, and the Stuyvesant Heights Bank of Brooklyn, \$2,143 secured and \$891 unsecured.

A call as follows has been issued:

MASS MEETING
of
CIGAR AND TOBACCO DEALERS!!

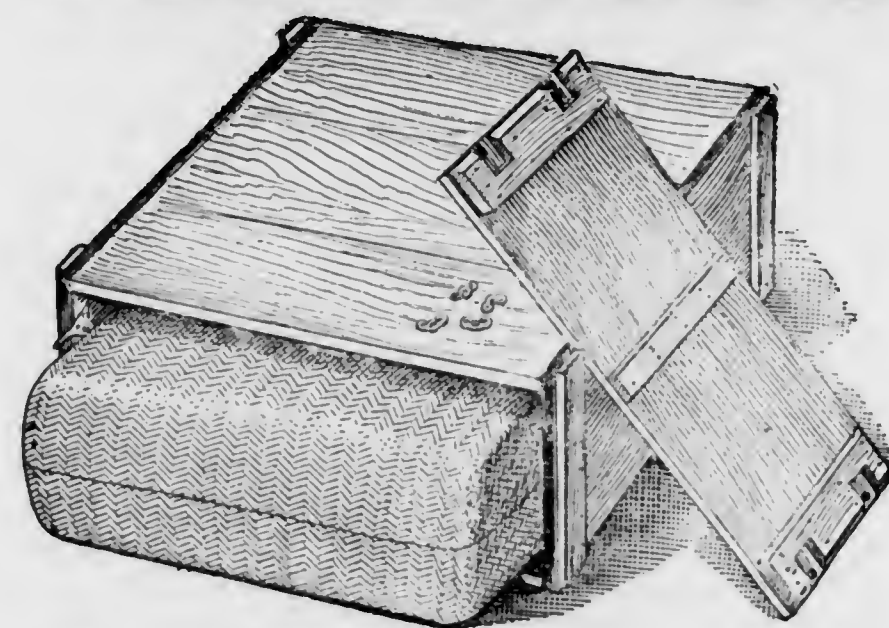
You are cordially invited to attend a meeting of Retail Tobacconists to be held at TUXEDO HALL, 59th street and Madison avenue, on Thursday, January 21st, at 8.15 p. m., when something vitally interesting to all dealers will be disclosed.

We have discovered a sure way to break the trust in six months. Do not fail to appear and get the method. Come and reap the benefits.

Yours fraternally,
JACOB HURWITZ, Acting Chairman.
ALBERT WALKUP, Acting Sec'y.

M. F. SCHNEIDER

IMPORTER
of
Sumatra and Havana
TOBACCOS



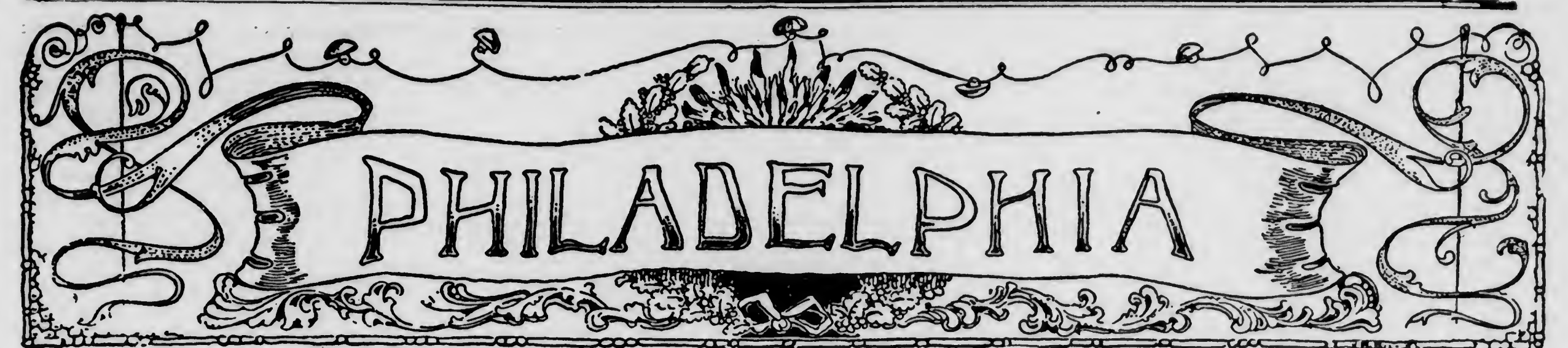
We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

No Breakage
No Chafing
No Damage by Hooks

M. F. SCHNEIDER

No. 2 Burling Slip,
NEW YORK.

Nes corner Kuiperssteeg,
AMSTERDAM, HOLLAND.



BOARD OF TRADE MEETS.

In the absence of President Young, Vice President George W. Bremer, Jr., presided at the special meeting of the Philadelphia Leaf Tobacco Board of Trade held last Thursday, when resolutions as follows were adopted:

"Whereas, It has been the experience of the members of the Philadelphia Leaf Tobacco Board of Trade that the side-tracking of Southern trains in West Philadelphia obstructs the prompt dispatch of business, delays and even discourages agents and buyers contemplating visits to this city, and injures the reputation of Philadelphia as a wholesale and jobbing mart; therefore be it

"Resolved, That we join heartily with other trade organizations of Philadelphia in demanding that the Pennsylvania Railroad Company shall carry all passengers to and from Broad Street Station either by through or local trains, as an act of simple justice to the great business interests of the city; that we further protest against the unloading of merchandise at the freight station at Broad street and Washington avenue, as there are numerous stations between Vine and Walnut streets, from all of which our warehouses are more accessible, and

"Resolved, That until these just claims are recognized we will divert all possible freight and passenger traffic to other roads."

Felix Eckerson, who introduced the above excepting the clause concerning unloading at the Washington avenue station—which clause he cordially welcomed as an amendment by Secretary J. S. Bantroff—said: "In support of these resolutions there is little to be said of which you are not already aware. You all know of the detriment which the business community has suffered by the action of the Pennsylvania Railroad Co. in compelling passengers to leave trains at West Philadelphia. I have personally had an unpleasant experience in consequence. Last week, during very bad weather, I had to send to West Philadelphia for a trunk which, under the old system, would have been at the Broad Street station, and, as a result, one of my selling agents lost half a day. The Pennsylvania Railroad is a very powerful body. It owns the state legislature and it owns the city councils. It has shown its selfish disposition. We have only one remedy and that is reducing the revenues of the corporation as much as we can.

If the officers of the road find that business is transferred to other lines they will be more disposed to act fairly towards the people of this city than they are at present."

A vote that a copy of the resolutions be sent to the President of the Pennsylvania R. R. was passed, and the meeting adjourned.

After the adjournment the members present, among whom were: Messrs. N. Straus, H. Hirschberg, Ferd. Loeb, Bythiner, Rosenberg, Weinberg and Herold, discussed the question of representation at the hearing on the Otjen-Tawney bill in Washington. Most of those present expressed their intention of telegraphing to members of Congress and expressing themselves in favor of its passage. A suggestion was made that when the subcommittee has made its report to the Ways and Means Committee, a committee from the Philadelphia Leaf Tobacco Board of Trade go to Washington to urge passage of the measure, but no definite action concerning this suggestion was taken.

TO CANADA AND BACK.

The only question of consequence which has arisen in this city in connection with the reduction of duty on Havana tobacco has been settled in a manner very satisfactory to the dealers who owned the tobacco concerning which it was raised.

The tobacco involved had been sent to Canada in bond while the tariff was 35 cents a pound and had been brought back after the reduction to 28 cents.

The practice of sending tobacco out of the country and bringing it back is very frequently followed by dealers in New York, where the accumulations of tobacco in government warehouses are the largest in the country, and is practiced occasionally by Philadelphia leaf dealers.

There are two reasons for such transportation. Title to tobacco in bond cannot be transferred without payment of duty, except where the tobacco is entered as a new importation. So, if an importer wants to transfer title to a jobber without payment of duty he has to ship the tobacco out of the country, in which case it can be brought back in the name of the jobber; and then the ownership will have passed without payment

of duty. Another object in sending tobacco across the boundary line of the United States and returning it to this country is to secure an additional three years bonded warehouse privilege. When tobacco has been in bond three years, it has to be withdrawn, but the withdrawal can be followed by a re-entry of the same tobacco, if it is actually brought into this country again, and, in that case, duty need not be paid until six years after the original entry. A Philadelphia firm which had considerable Havana tobacco in Canada when the new rate of duty took effect feared that on its return it would be entered under the 35 cent rate, but was agreeably surprised by the ruling that the 28-cent rate would be operative, the same as if the goods had just come from Cuba.

TILL-TAPPERS TRAPPED.

Although eighty years of age, "Mom" Bagley who keeps a little cigar store at Thirteenth and Wharton streets, managed to hold two sneak thieves prisoners in her store until policemen arrived and arrested them. Almost immediately on turning her back to get a package of cigarettes for one of them she discovered that they were robbing her money drawer. Rushing to the door she screamed so loudly that a crowd collected in a few seconds. The thieves were trapped but, as one of them displayed a razor, they escaped arrest until two policemen with revolvers arrived. They were Harry Williams, who gave his address as 1228 Pine street, and Antonio Streeter, who said he lived at 518 S. Fifteenth street.

CHEAP LEGAL ADVICE.

Proprietors of Philadelphia cigar stores are soon to be asked to become agents for a new company, to be organized with a capital of \$125,000 and to furnish contract holders with as much legal advice as may be wanted in the course of a year, for \$1. The company will not bind itself to do more than give advice—except where a subscriber to the service meets with an accident and the officers of the company are confident that a suit will result successfully, the case will be prosecuted wholly at the expense of the company. Where the injured person's evidence is incomplete or there appears to have been contributory negligence on his part he will have to prosecute at his own

expense, but where he has an undoubtedly good case damages will be sought for him and he will have neither counsel fees or costs to pay. This indirect accident insurance, is represented, however, as being secondary in importance to the free legal advice feature. Intending subscribers will have urged upon them the value of being told by a competent and disinterested lawyer whether they have good grounds for instituting or defending a law-suit of any kind and will also be informed concerning their rights and responsibilities under the laws of the state in business and domestic relations. Cigar store keepers who sell the contracts are to be allowed ten per cent. of the total amount of such sales.

ASSOCIATION SMOKER.

Following is the programme for the Smoker to be held by the Retail Cigar and Tobacco Dealers' Association of Philadelphia next Monday evening at Fraternity Hall, 1414 Arch street:


Overture	Miss Agnes Maher,	Vocalist
Mr. Tony Baker	Character Comedian	
Miss Anna Willmuth,	"Hot Stuff"	
Welch and Barry,	Illustrated Songs	
Chorus,	"Selected"	
Miss Blanche Lawrence,	"Have a Guess"	
Intermission,	"Refreshments"	
Mr. Tony Baker,	"Novelty Act"	
Miss Agnes Maher,	"She Will"	
Welch and Barry,	"Selected"	
Miss Annie Willmuth,	"Welcome Again"	
Bioscope,	"She Can Dance"	
Miss Blanche Lawrence,		
Six Round Bout	Billy Walter of Southwark	
Grand Finale,	Jack Lyons of Richmond	
	"Chorus"	

SKULL FRACTURED BY FALL.

Harrison Landis, of the H. H. Sheip Mfg. Co., cigar box manufacturers, is still confined to his home in consequence of injuries received about three weeks ago. He was walking on Columbia avenue, on his way from the station, when he slipped and fell, suffering a fracture of the skull. He is expected to be able to be out again in a week or ten days.


CHANGE OF QUARTERS.

George T. Browning & Co., jobbers in tobacco at 139 Market street, will move next week to their new quarters on the northwest corner of Second and Arch streets. The business was established




AMERICAN EMPIRE

10 CENT



J. E. Spatz & Co.

MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO. 12
1ST DISTRICT, PA.
READING, PA.



EL VOLCANO

5 CENT

twenty-one years ago last October by Mr. Browning and C. A. Smith, now of C. A. Smith & Co., 18 S. Delaware avenue. Mr. Smith withdrew eleven years ago, when the present firm-style was adopted. The firm will occupy the entire four floors at the new location.

REBATES TO JOBBERS.

Up to the present time the Philadelphia tobacco jobbers have not received the notice spoken of in the following from the Boston Herald:

An order received by the jobbers and sub-jobbers, as well as the retail cigar and tobacco dealers of Boston, from the American Tobacco Company, has stirred them all up very uncomfortably. It has been sent throughout the country and is to the effect that the handling of independent goods must cease. As a compensation the tobacco combine agrees to give larger rebates to all who comply with the order. The customary rebate has been 2 per cent. for cash. At yesterday's meeting of the Boston branch of the Cigar and Tobacco Dealers' Association much indignation was expressed and it was stated that if the order should be generally obeyed, it would not be long before the jobber and sub-jobber would be driven out of business.

A local jobber expresses the opinion that the new regulations in Boston may not be duplicated here, from the facts that the independent manufacturers are less strong here than in New England and the independent jobbers are stronger here than there.

MOSTLY PERSONAL.

A sailor was arrested at Point Breeze Friday when about to come ashore from the tank-steamship Chester and was found to have four kilos of Sumatra tobacco wrapped about his body. He said he did not intend to smuggle the tobacco and was carrying it only to keep himself warm. Nevertheless he was held for trial in the United States District Court.

At the next election of directors of the Trades League of Philadelphia, to occur January 21, forty will be chosen from the list of forty-five nominees, whose names

appear on the official ballot. Of the nominees thirty-three are members of the present board and if all of these are re-elected only seven of the twelve others can be chosen. Nomination, however, is in itself much of an honor and that honor has been conferred on Harry W. Bremer, of Lewis Bremer's Sons, who is the first representative of the tobacco trade to be so distinguished.

Isaac Lowengrund will occupy his new store at 620 Market street February 1 transferring there his business now at Seventh and Market streets.

By a fire on the fourth floor of the northwest corner of Fifteenth and Sansom streets, occupied by R. Goldsmith, a cigar dealer, a loss of \$900 was occasioned Friday afternoon.

T. J. Dunn & Co. have bought out the plant and business of Francisco Ybarra & Co. of New York, makers of the Norman King and La Baronne brands.

Policeman Judge found the cigar store of Isaac Lowengrund, Third and Market streets, open early Sunday morning. Two men were seen leaving the corner.

Little, a policeman, gave chase, but they escaped at Fourth and Walnut streets. The cash register was robbed of \$12.

Charles F. Watkin, formerly with E. G. Steane & Co., has taken entire charge as manager, of the store and factory of F. V. Eshleman, Sixteenth and Arch streets.

All through the local leaf district office walls are bristling with 1904 calendars, all more or less elaborate and artistic, but Dotts & Keely's office is equipped with one, duplicates of which are obtainable only with difficulty. The calendar is one of 2,000 which cost \$3.74 each and the distribution is confined to those only whom the Penn Mutual Insurance Co. wishes to particularly favor.

Dohan & Taitt are beginning the new year very satisfactorily, filling orders sent in from New York state by T. J. Daly

and from Pennsylvania cities and towns by Louis Moeller, and in filling other orders which come in unsolicited and which are due to the long standing of the firm and its reputation for reliability. Orders for Wisconsin, as well as for Havana and Sumatra, are particularly good.

Among the winners of \$25 each in the Florodora Tag Co. contest were four Philadelphians: Miss Mary McCunley of 1032 Oxford street, H. G. Cransbach of 236 Market street, George Frings of 3224 Market street and J. Dobson Hagy of Roxborough.

PHILADELPHIA LEAF MARKET

Although no large sales have been reported the last week there is a distinctly marked improvement in conditions, there having been numerous sales of considerable amounts, more inclination to look at goods and a better feeling generally.

EXPORTS:

Antwerp.—139 hhd. tobacco, 42 cases plug tobacco, 4 hhd. tobacco stems.

Winners of \$25.00 Each.

More Awards Announced by The Florodora Tag Company.

Winners of \$25 each in the Florodora Tag Company's contest were:

R. H. Thompson, Little Rock, Ark.
A. P. Leighton, Portland, Me.
Charles F. Haas, Chicago, Ill.
F. A. Cahus, Brock, Neb.
W. Clyde Menaugh, Indianapolis, Ind.
Samuel Schwartz, Boston, Mass.
Charles Corner, Memphis, Tenn.
Norman Simpson, Laramie, Wyo.
Ben C. Nieth, Jefferson City, Mo.
George McIntyre, New York, N. Y.
H. W. Loomis, Kingsburg, Cal.
E. W. Aniba, Pikeville, Ky.
J. P. Roddy, Knoxville, Tenn.
G. E. Enstrom, Woodhull, Ill.
J. E. Barron, Rockbridge, O.
Charles L. Stevens, Fremont, O.
John Byron, Milwaukee, Mo.
William Dolan, Lawrence, Mass.
Mary McCunley, Philadelphia, Pa.
S. J. Michelson, Phoenix, Ariz.
Alex. Gay, New York, N. Y.
Alex. Symond, Brooklyn, N. Y.
Delhonde & Co., Independence, La.

R. L. Gelzer, Toledo, O.
Wells, Shaw, Scott Co, W. Liberty, Ia.
Charles H. Barnard, Chicago, Ill.
L. E. Holding, Cowgill, Mo.
Ed. Merz, Chicago, Ill.
Little Casino Uig Store, Omaha, Neb.
Henry Morris, Denver, Col.
J. Arendt, West Hoboken, N. J.
Frank Horbert, Astoria, N. Y.
C. L. Gibson, Knoxville, Tenn.
M. Glasser, San Francisco, Cal.
J. Ashby Armstrong, Farmville, Va.
Chas. P. Roth, Dyersville, Ia.
N. N. McEwan, Everett, Mass.
B. F. Stout, Crawfordville, Ind.
Joe Petronck, Graettinger, Ia.
F. Labbe, Akron, O.
Henry Lanier, Albany, Ga.
G. A. Snyder, Shannon City, Ia.
T. C. Roller, Mt. Crawford, Va.
A. B. Hull, Mt. Carmel, Ill.
S. L. Dunbar, Sterling, Ill.
Hugh Gallahan, Fayetteville, Ark.
C. M. Hannicut, Rockville, Ind.
L. E. Offutt, Memphis, Tenn.
E. T. Klum, Cincinnati, O.
John King, Yalma, Mo.
Jennings & Kittredge, Tunkhannock, Pa.
H. J. Lake, Coopersville, Mich. [Pa.
B. W. Glaspie, St. Johns, Mich.
S. H. Weldon, Agt. Iowa Falls, Ia.
S. Messenger, Chicago, Ill.
T. C. Young, Fountain Inn, S. C.
W. E. Oveston, Dayton, O.
H. G. Cransbach, Philadelphia, Pa.
William A. Prager, Seattle, Wash.
William Trimble, Utica, N. Y.
Ward Pate, Dayton, Wash.
N. A. Tabor, Detroit, Mich.
S. Denbitz, Chicago, Ill.
F. L. Schrader, New Buffalo, Mich.
E. P. Sommers, Milwaukee, Wis.
F. F. Tonn, Weehawken P. O., N. J.
George O. Bassett, Waterville, O.
J. R. Collins, Jr., Pittsburg, Pa.
Otto Nolte, Mayview, Mo.
E. H. Josselyn, Lynn, Mass.
George Frings, Philadelphia, Pa.
E. Pach, Red Bank, N. J.
W. H. Nation, Muncie, Ind.
E. A. Glauffeld, Corlock, Ill.
W. H. Lee, Wyalusing, Pa.
J. Ayeblam Jefferson City, Mo.
E. L. Byrnes, New York, N. Y.
J. Dobson Hagy, Philadelphia, Pa.
Charles S. Turner, Wilkesbarre, Pa.
Henry Mosen, St. Louis, Mo.
James W. Hardacre, Kansas City, Mo.
E. Danancker, Brooklyn, N. Y.
F. T. Icenbarger, Dayton, O.
W. J. Lewis, Blue Mound, Kans.
Gulbranson & L. L. tin, Winnebago City, Ia.
J. A. Cheney, Findlay, O. [Minn.
J. B. Whitman, Chattanooga, Tenn.
Brown Bros, Roanoke, Va.
Abe Pereira, New York, N. Y.
Wm. S. Wolf, Portland, Me.
W. H. Fridley, Toledo, O.
Joseph Maulrer, Chicago, Ill.
J. G. March, Chestertown, N. Y.
James P. James, Indianapolis, Ind.
Frank P. Janke, Indianapolis, Ind.
Leslie D. Rees, Denver, Colo.
Leslie D. Rees, Denver, Colo.
C. C. Bronaugh, Battle Creek, Mich.
H. B. Gibson, Apalachicola, Fla.
M. Buckman, Fayetteville, Tenn.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

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Office and Warehouse,
FLORIN, PA.
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E. L. NISSLEY & CO.
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FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

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Successor to SKILES & FREY
PACKER OF
AND
WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and
Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and
Dealer in **Leaf Tobacco**
Lancaster, Pa.

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LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
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Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case
1902 FINE FORCE-SWEATED
CONNECTICUT
Our Own
Packing
I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

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PACKERS
AND
DEALERS IN **Leaf Tobaccos**
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Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

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Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands
made to order. **JOHN E. OLP,** Telephone
Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of
Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

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MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

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H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can---You Can't.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida SUMATRA Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices, Quincy, Gadsden Co., Fla.

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Tobacco Inspectors, Warehousemen & Weighers
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Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Injustice in Lancaster.

Unjust Discrimination by Daily Papers
Injuring Trade Interests.

Lancaster, Pa., Jan. 19, 1904.

The local leaf market does not seem to have regained its usual activity yet, although some improvement over the first two weeks of the year is now noted. This applies both to the dealings in old goods and the buying of the new crop. With the approach of the stripping season it is expected that a very greatly increased activity will set in among the buyers. From 7 to 8c have been the prevailing prices for purchases thus far.

A couple of years ago your correspondent pointed out the fact that the local daily papers were acting inimically to the interests of the leaf dealers of this city. It seemed to have a good effect for a time, but lately the same old thing is in evidence—that is, sales reported to them by one or two people are published as the sales of the week, and are furthermore referred to and taken as the sole comparison of sales with certain previous periods. The injustice lies in the fact that this does not truly represent even a small portion of the business done by the entire trade, and the casual observer is likely to be led to believe that this is a far less important market than it really is, and consequently the practice is to the detriment of the entire trade, and it is all unnecessary. The actual facts could be readily obtained if the trade were tactfully interviewed, and assured of uniform fairness. The action of the dailies in persistently referring to the "chosen few" as the whole show has, naturally enough, disgusted many other members of the trade, so that they have refused point blank to make any report at all to the daily papers. It is hoped that the newspapers will yet see the error of their way, and condescend to treat the whole trade in a fairer manner, for the good of the city as a leaf centre.

Meiskey & Heiland have closed the second year of their business, and are well satisfied with the result. The present month, they say, while not quite up to the average, has been fairly good so far.

There have been the usual number of visiting salesmen in town this week, but, strange to say, there has not been a single sale of a phenomenal character reported by any one.

Many tobacco growers are preparing

for the advent of damp weather, so that stripping can be commenced, but the present cold spell will certainly delay its arrival.

Activity in York.

Gratifying Conditions Attend the Opening of the New Year.

York, Pa., January 19, 1904.

York County is emerging beautifully from a short period of slow trade, and renewed activity is setting in on all sides. It is the consensus of opinion that the spring trade will be both early and good.

C. C. Kohler is reported to have secured a new store room on Market street, between George and Durke, at present occupied as a five and ten cents goods store. The rental is said to be somewhere in the neighborhood of \$1,500 per annum.

Chas. H. Seiker, has been away on a few days' business trip.

Geo. W. McGuigan, of Red Lion, has been on a short business trip, his first for the new year.

J. H. Stiles has lately visited the leaf tobacco markets in Ohio and Connecticut.

It is learned from an authoritative source that 1903 was by far the best that H. F. Kohler, of Nashville, has yet had, and that the new year is starting out most auspiciously with him.

The new cigar factory building of J. K. Pfaltzgraf & Co. in this city is now practically completed and ready for occupancy.

Walter B. Hostetter was confined to his home for several days by a severe cold, but is again able to attend to his usual duties.

Erwin A. Wallick, of this city, representing the Maryland Lithographing Company, of Baltimore, has commenced another year's work for that house.

R. N. Granat, of Gillen & Granat, is preparing for another extended business trip West, in the interest of his firm.

The year 1903 was a highly satisfactory one with E. H. Neiman, of Thomasville, who reports very favorable prospects for 1904.

Haines & Holtzinger, of Red Lion, have started a new cigar factory in that town.

The number of new cigar factories opened in this county during 1903 was unusually high, but the number of hands employed by them was mostly small.

T. L. Adair, of Red Lion, has com-

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

menced the new year under favorable circumstances, and looks forward to a good steady trade for his product.

I. E. Stump & Co. have also experienced a comparatively small falling off in trade during the month so far.

The Dallastown factories seem to be enjoying their usual activity.

W. E. Gheen, of Antis Fort, Pa., was a visitor in York last week.

The Consumers' Cigar Co. is making some special offers in the special notice columns of the newspapers.

Statistics from Reading.

Much Interesting Information from an Internal Revenue Officer.

Reading, Pa., Jan. 18, 1904.

Since the beginning of the new year M. Steppacher, at 636 Court street, has added a number of new hands to his working force.

T. J. Dunn & Co. have closed their factory at Boyertown, and the premises are to be taken by Otto Eisenlohr & Bros., of Philadelphia, on February 1. The building affords working room for about 400 hands.

The leaf trade in this city was quite good during 1903, and has begun spiritedly for a new year with several of the dealers, especially Bremer Bros. & Boehm, with whom the month of January is proving to be a highly satisfactory period. John U. Fehr & Son also report a good business for the first month of 1904.

Henry Rindskopf, who opened business here only a few months ago, states that his trade is extending nicely, and altogether is quite satisfactory.

E. Ganter, of North Tenth street, has been confined to his house by illness for several days.

The tobacco manufacturers here are beginning to feel an improvement in trade conditions. One factory reported good mail orders, indicating an early revival in its trade.

Collector of Internal Revenue Fred. W. Cranston has finished up his annual reports of the business for the last year and forwarded them to Collector McCooch. They show the year to have been an unusually busy one for the cigar trade, with big increases in the output.

Up to July 1st Mr. Cranston still had Lehigh, but that county was added to a new district, made up by Bucks and Lehigh. When the transfer was made, Mr. Cranston had added to his district Boyertown and townships in which cigar factories are located in the southern section of Berks. Prior to that time they were attached to the Montgomery district.

During the year Mr. Cranston traveled over 15,000 miles, making official visits to factories, etc., and he is one of the

busiest public office holders in the country.

At the close of the year Mr. Cranston is required to visit the factories and make inventories of all tobaccos bought, cigars made and sold, etc. This is the hardest piece of work in the year, and requires great attention, as every pound of tobacco in the district must be accounted for.

Mr. Cranston's official inventory shows that 120,768,604 cigars were manufactured during 1903 in this district, and 119,904,412 were sold. The amount still on hand is 9,064,308. This is about what was left over a year ago. Manufacturers carry a big line of manufactured goods at this time in stock. To make this large number of cigars required 2,012,814 pounds of imported and domestic tobaccos, running into millions of dollars. The average amount required to manufacture a thousand of cigars was 17 pounds.

The following is a summary of the number of factories, etc., in operation in Berks County at this time: 219 cigar factories and 25 tobacco factories.

1904 TO BE RECORD BREAKER.

To the Eagle Mr. Cranston said, "The trade had a very good year in every way with a big increase in its output, but from present indications I have reason to believe that 1904 will be a record breaker in every way. The greatest increase was in 10-cent cigars, and many of our manufacturers are doing a much heavier business in high grade goods than they ever had before."

"Many new cigar factories have been opened. Some people imagine that all these cigars are made in Reading, but this is a mistake. Boyertown, Womelsdorf, Mohns Store and other points are extensive manufacturing centers, especially the two first named boroughs. Reading cigars are sold in every State in the Union and are very popular. Several

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)
FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelco Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description. Thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-11

WILL LEASE.—Very desirable new building in Norristown, Pa., suitable for a cigar factory; 25,000 to 30,000 square feet of floor space; low rent for long term; worth investigation. 120 tf H. E. ELSTON, Owner.

FOR RENT.—Cigar Factory Building at Quakertown, Pa., accommodating 25 hands, with conveniences. Address D. M. LANDIS, Owner, Richland Centre, Pa. 1-20, 2-3

WANTED.—First class Salesman for cigars and cheroots for the jobbing trade; reference. M. KLEINBERG, 219 N. Second Street, Phila.

thousand persons are employed in this industry alone, and the average wages paid are good."

FIRST NEW CIGAR FACTORY IN THE NEW YEAR.

James R. Maurer filed a bond with Collector Fred. W. Cranston for a new cigar factory to be opened at 45 South 3d, employing a dozen hands when in full operation. He will manufacture high-grade cigars. This was the first new

cigar factory to be opened in this district in the new year.

WEEKLY REVENUE REPORT.

Deputy Stamp Clerk James L. Trexler reports the receipts for revenue stamps for the past week to be \$15,231.56.

—Three students at Luther College, Racine, Wis., who refused to promise to quit smoking, have been expelled. Efforts of friends and relatives to have them reinstated have failed.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP
**Cigar
Molds**
**Cigar
Mfr's
Supplies**

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

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Mfg Co.**
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium
Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

CIGAR BOXES

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ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

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HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,

Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

OUR WASHINGTON LETTER.

(Concluded from p. 11.)

Representatives Shirley, of Kentucky, and Dovenor, of West Virginia, argued that the proposed measure would be unconstitutional. Mr. Shirley said that while Congress had a perfect right to legislate that no tag of any sort should be placed within a package of tobacco, it had no right to allow only a certain kind of tag or coupon to be placed therein.

This argument was controverted by H. G. Wasson, of Pittsburg, representing the National Cigar Company, who favored the measure.

This concludes the hearings so far as the House Committee is concerned, but no vote was taken on the bill by the committee which will wait for report of the sub-committee.

The Treasury Department is in receipt of the decision of the Board of General Customs Appraisers in the case of protests of Jose Gestal & Co., of New York, against the assessment of duty by the collector of New York of certain importations of leaf tobacco.

The question to be decided was whether certain leaf tobacco was dutiable as wrapper tobacco or as filler tobacco under paragraph 213, tariff act of July 24, 1897. The Board found certain percentages of filler tobacco in some of the bales in question, and reversed the decision of the collector to that extent.

The Internal Revenue Collector at Portland, Oregon, in his uncertainty as to release of sureties on bonds of cigar manufacturers has written to the Commissioner of Internal Revenue for a ruling on the subject. It appears that a cigar manufacturer of the Portland district has voluntarily filed a new bond with another surety company as surety, the former bond having been in operation since December 22, 1902. The collector wishes to know whether the surety company on the old bond will be released from liability on and after the date of approval of the new bond.

Section 3357, R. S., provides that a cigar manufacturer shall give a bond in such penal sum as the collector may require, not less than \$100, and the sum of this bond may be increased from time to time and additional sureties from required at the discretion of the collector

or under the instructions of the Commissioner of Internal Revenue.

Mr. Yerkes says that the practice has heretofore been under the provisions of this statute for collectors to call for new bonds from cigar manufacturers whenever circumstances in their opinion warrant such demand, and when a new bond is filed the account of the manufacturer is closed and a new account commenced on the records of the collector resulting in the practical closing of the manufacturer's accounts under his old bond.

The responsibility for the transactions of the manufacturer will then be assumed by the new bondsmen. The same rule holds good in cases where new bonds are demanded by the collector or by instructions of the Commissioner of Internal Revenue.

Mr. Yerkes' ruling on this matter is as follows:

"Sureties on cigar manufacturers' old bond are released upon date of execution and approval of new bond, and are chargeable with delinquencies occurring only to the date of approval of new bond, when responsibility on the latter commences."

Mr. G. E. Webb, of Winston-Salem, chairman of the North Carolina Tobacco Exhibit Committee, has been in consultation with experts of the United States Agricultural Department here on the subject of the exhibit of tobacco from that State at St. Louis.

Mr. Webb says that the Old North State ought to have the finest tobacco display at the Exposition, and in order to insure this his committee is anxious to raise \$5000. This money must be in hand by February 1. He has recently held a conference with Governor Aycock of his State for the purpose of devising ways and means. He says that the tobacco trade in North Carolina has not been bright this year, so special exertion is necessary to secure the sum.

SEED SELECTION.

Address by Government Expert to New England Growers.

At the annual meeting of the New England Tobacco Growers' Association at Hereford, Archibald E. Shamel, of the Department of Agriculture at Washington, gave an address on "Improvement of Tobacco by Seed Selection." He is reported as follows in the Hartford Post:

"We find that the number of leaves per plant varies from five to ten and from ten to thirty, and as the yield depends directly on the number of leaves per plant it would be extremely important to increase the average number of leaves in the plant by the selection of proper seed. We believe that by a selection of seed from plants having the best shaped leaves we are able to increase the amount of desirable seed leaves in the crop. As to the question of maturity, we have found plants in all the varieties of tobacco grown in the valley which mature from one to two weeks earlier than the average plants in the field. We hope by a selection of these early plants to develop earlier strains of tobacco.

"The variations in the crop have many characteristics, including the number of leaves, shape of leaves, maturity, suckering habit, etc. As to the value of imported and home grown seed, we find that the best seed for use in any region is home grown seed for many reasons, chief of which is this: that freshly imported seed breeds types, develops freaks and mongrels and the quality is uncertain.

"In the selection of seed plants we are trying to find out the relation between young plants and the seed leaf. Our selections are made from seed plants having the best shaped leaf, the largest number of desirable leaves and leaves of a thick color and quality as to the methods of seed saving. Cross-fertilization in the varieties is injurious to the variety, all plants are fully self-fertilized, therefore we recommend the bagging of heads of seeds in seed plants to protect them from cross-fertilization. We have found in the seed we have tested that heavy seed has given the highest per cent. of germination and the most vigorous young plants."

Trade-Mark Register.

SPANISH LEAF. No. 14,313.

For cigars, cigarettes, cheroots, stogies and tobacco. Registered January 15, 1904, at 9 a m, by Herman Stein, Pittsburg, Pa.

OUR RECORD. No. 14,314.

For cigars. Registered January 15, 1904, at 9 a m, by Wm. M. Snyder, Reading, Pa.

U. S. RECORD. No. 14,315.

For cigars. Registered January 15, 1904, at 9 a m, by Wm. M. Snyder, Reading, Pa.

UNION RIDERS. No. 14,316.

For cigars. Registered January 18, 1904, at 9 a m, by James A. Collins, Littlestown, Pa.

ROYAL ROOSTER. No. 14,317.

For cigars. Registered January 18, 1904, at 9 a m, by Selak & Hoffman, Wilmington, Del.

REJECTIONS.

Buster Brown, Dan Patch, Trimble, El Modella.

CORRECTION.

"Cuba Junction," registered January 9, 1904, by E. Montero, Philadelphia, Pa. should have been for Ramon Azogue Co., Philadelphia, Pa.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Champagne Sweets, Prince Ramon, Ionaram, Chas. Ross, Ross Fenton, New York Sweepers, In. endio, Proximidad, Asociado, Oficio, Andrattus, Uranium, Responsivo, Chanlay, Aqueduct, Mordella Footlight Favorite, Atheola, Annola, Sir Henry Wentworth, Lord Ronalds, The Peerage, Golden Maxim, Principality, Hester Blair, Magicio, Chansonette, Witful, Old Reliable Conductor, Earl Amherst, Mercy Warren, Milinda, Ovalia, Sweet Briar, Cost-U, Dell-Hoff, Flor de Alfolla, Turkish Bey, Spanish Grand, May Hosmer, Tom Morris, Satisfu Stogies, El Golgo, Gunst's Specials, Gunst's Standards, Blue Pup, National Harpoon, Menlo Club, Lafayette Park, Dead Sure, Valle Grande, Ealdeck, Waukina, Dukano, Dukane, Dukes-nec, Miss West, Kubla Kahn, La Independa, Alphabet, Miss Nortj, Jarvey, Y. I. C., Extine, El Delegado, Wilson Tree, Hooker Club, Lady Molly, Lora, Flor de Gerome, Harlem Regatta Association, Tobaccos Puro de Cubano, Milwaukee Saengerfest, Harlem Navy, Hygienic, La Anchoria, Mutual Perfecto.

After Fifteen Years.

Rabbi Stucky, of Boone county, Ky., last week sold 60,000 pounds of tobacco, which is the accumulation of his crops for the past fifteen years. Heretofore he has sold his tobacco, and has higher prices.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Cigars

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Five Cent Goods Unequaled for the Money.



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HOLTZ, PA.

Maker of High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE

Capacity, 25,000 per day.

Prompt Shipments guaranteed



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Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



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HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

"KENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic

Cigars

HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

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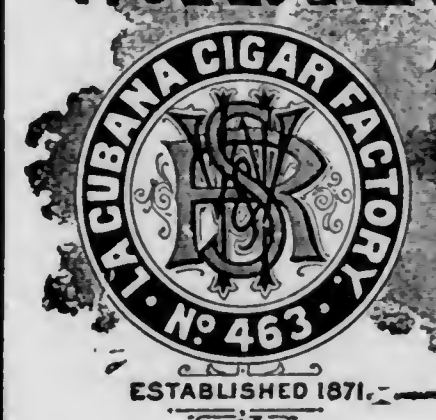


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High Grade Cigars.



CAPACITY 75,000 PER DAY.

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I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced

Cigars

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.



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Embossed Flaps, Labels, Notices, etc.

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Large Line of 1900, 1901 and 1902 B's.
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Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
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FINE SUMATRAS a specialty.

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United Phone: No. 931 A, Millersville.
No. 1803, Lancaster.

Lancaster Office, 110-112 W. WALNUT STREET



LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.
Our correspondents write:
Hadley, Mass.: "Very little of the tobacco grown in town is in the bundle; the larger part is still hanging. Three or four sales have been made, but it was impossible for me to learn prices, but undoubtedly ranging from 10 to 15c. Thomas Burk has opened his assorting shop. He has been buying in Connecticut. He has bought none in this town."
Conway, Mass.: "I have little that is new to report. The tobacco business is pretty dull; no buyers around yet, and I don't know as we want them until we get it all down. We should like it better if we had it stripped, but now we can do nothing but wait."

Hinsdale, N. H.: "No sales to report; the four lots reported some time ago were delivered lately. More than one half the crop still on the poles. There are several lots of the 1902 in the growers' hands yet."
Wethersfield, Ct.: "News in the tobacco line is about the same. No sales to report, and very little is stripped yet."

Suffield, Ct.: "There is not a great deal to report in the tobacco business. One of our neighbors sold his 1902 crop for 20c. Comparatively few have their 1903 crops all down. There has been very little damp weather, and many do not care to use steam to dampen their crops."

Hatfield: "Many of the crops in town have been taken down and steamed. They are weighing out rather lighter than usual. Sales have been made to buyers from Springfield, Winsted, Ct., and New York City."

Westfield: "Not many sales reported but most of the crops have been handled since the recent rainy spell and are ready for inspection. The crop is in good condition."

Deerfield: "Steam handling is not much practiced here. Most of the crops are being sorted and picked outside. There is a general impression that the supply of fine leaf will be short."—American Cultivator.

BALDWINVILLE, N. Y.
There has been no changes in the condition of the local market during the past week, no sales have been reported. C. R. Goldsmith of New York was in town Wednesday inspecting his firm's new warehouses. —Gazette.

Phones: Keystone, 65-64 A Main
Bell 62-39 A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNIURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Oriental and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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Promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS PRACTICE. Highest references. Send model, sketch or photo, for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells how to obtain and sell Patents. What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address, **H. B. WILLSON & CO.** Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

27 **G. Falk & Bro.** Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York
— THE TOBACCO WORLD —

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

EDGERTON, WIS.
Word comes to us that buying of the new crop is again being revived in many of the growing sections of the state. This statement has some significance when it is known that the American Cigar Co. has sent out their buyers who have been riding this week in the northern Dane County and Rio sections, in Vernon county and in the town of Center. Other buyers representing local firms are also riding, and while the particulars of the sales have not reached us, we learn that contracts have been quite freely entered into at figures ranging from 7 to 8 cents for the wrapper and binder grades. The tobacco is still hanging powder dry in the sheds so it cannot be claimed that buyers are given a chance to examine into the quality of the goods that they are trading in, but possibly are willing to assume the risk at the prices named. It is quite probable, however, that a large share of the crop could be moved at the figures quoted, as growers are unable to see, now that winter is going fast, how they will be in shape to sort their tobacco, even if casing weather should come soon. A January thaw would certainly liven up matters all along the line.

A quiet market for old stock continues. Geo. Rumrill reports the sale of 145cs of '02 goods for the week while other transactions are confined to small lots.

Shipments, 1300 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.
More inquiry for old tobacco than for some time. Market rules quiet at low prices.

QUOTATIONS
Leaf—Short 18 to 20 in.: Common, 5 to 5 1/4 c; Medium, 5 1/2 to 6c.
Leaf—22 to 26 in.: Common, 5 1/2 to 5 3/4 c; Med., 6 to 6 1/4 c; Good, 6 1/4 to 7c.
Only few Lugs in stock 4 to 5c Common to Good.

The situation looks stronger on heavy dark tobaccos as percentage of dark heavy is light in new crop. The new crop largely light colors and light body, being well suited for manufacturing, and outlook is low prices as compared with former years. Poor handling season to date and

scarcely any movement to note. Yet Regie buyers are active in looking at crop in barns and paying 5, 5 1/4 and 7c crop round. Planters are not making plant land as usual and many in various parts of district will plant none in many instances. Home manufacturers will do well to look after this crop.
Receipts for the week, 5 hhd.; for the year, 7 hhd. Sales for the week, 63 hhd.; for the year, 67 hhd.

CLARKSVILLE, TENN.
M. H. Clark & Bro.
Receipts this week were 5 hhd. There were no public offerings, but 170 hhd. were sold privately at about unchanged prices. The market is quiet and dull, without any change in the buying interests.

Early in the week we had drizzly rain, with good prospect of a season for handling the new crop, but it has since turned cold again, and repeated all the previous experiences since the crop was cured.

QUOTATIONS:
Low Lugs \$3.50 to \$4.00
Common Lugs 4.00 to 4.50
Medium Lugs 4.50 to 5.00
Good Lugs 5.25 to 5.75
Low Leaf 4.75 to 5.25
Common Leaf 5.50 to 6.25
Medium Leaf 6.50 to 7.50
Good Leaf 7.50 to 8.50

Prison-Made Cigars.
Lansing, Mich., Jan. 18.—The Cigar makers' Union has always been opposed to the manufacture of cigars by convict labor. The destruction by fire of the building in which the cigar contractors operated in the Marquette prison has revived the question. Gustave Diehl, a delegate of the International Cigarmakers' Union, was here to see the Governor and urge on him the importance of not rebuilding the prison plant.

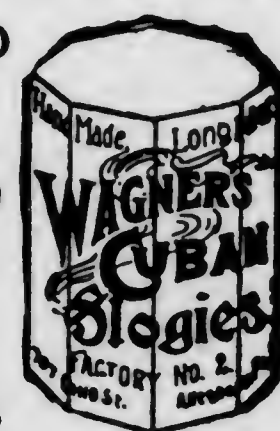
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PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2, 707 Ohio St., Allegheny, Pa.



T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver
Manufacturer of Fine Cigars
TERRE HILL, PA.
Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara
Manrique 199,

HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.
Strictly
Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the BLUE LABEL of the Cigarmakers'
International Union of America.

WE SOLICIT YOUR CORRESPONDENCE.

Business Changes, Fires, Etc.

Connecticut.
East Hartford.—B. Bogin & Freedman, cigar manufacturers, moved to Hartford.
Groton.—John F. Welley, cigar manufacturer, dead.
Hartford.—United States Sumatra Tobacco Growing Co., real estate attached.
—A. J. Wadsworth, manufacturer and retail cigars, closed by the sheriff.
Illinois.
Chicago.—Henry W. Dity, cigars and tobacco, petition in bankruptcy.
Morris Williams, cigar manufacturer petition in bankruptcy.
Joliet.—A. Kale, cigars, etc., mortgagee in possession.
Normal.—Fred Schroeder, cigar manufacturer, moved factory to Bloomington.
Indiana.
Wabash.—Heath & James, cigars, etc., sold out.
Iowa.
Burlington.—J. J. Curran & Co., cigars, suffered by fire.—Felix Scherer, cigar manufacturer, seeking relief in bankruptcy.
Dolliver.—F. D. Colgrave, cigars, etc., assigned.
Maine.
Bath.—Wm. B. O'Leys, cigars, etc., assigned.
Massachusetts.
Boston.—Jas. W. O'Donnell, cigars etc., chattel mortgage, \$100.
Lowell.—Clarence Mahoney, cigars etc., chattel mortgage, \$100.
New York.
Cohoes.—John Moore, tobacco, assigned.
New York City.—Cohen Bros., cigar

manufacturers, petition in bankruptcy.
—Andred Diaz & Co., cigar manufacturers, dissolved. Business continued by Andred Diaz.—Oscar Forster & Co., cigar manufacturers, assigned.
Ohio.
Cincinnati.—Wilker Bros., cigars and tobacco, stock attached.
Toledo.—L. J. Hollinger, cigars, etc., chattel mortgage, \$245.
Pennsylvania.
Pottsville.—W. F. Arbogast, manufacturer and retail cigars, dead.
Rhode Island.
Providence.—G. S. Pendelton, cigars, chattel mortgage, \$1,000.
Tennessee.
Nashville.—C. W. Stumb admitted to the firm of Moore & Jones, cigars.
Sweetwater.—J. F. Childers, cigars, etc., consolidated with H. L. Browder.
Virginia.
Danville.—D. H. Dugger & Bro., wholesale tobacco, petition in bankruptcy.
Wisconsin.
Janesville.—H. O. Schmidley, cigar manufacturer, damaged by fire.
Milwaukee.—Wm. Graf & Sons Co., cigar manufacturers, etc., incorporated.
PATENTS RELATING TO TOBACCO, Etc.
749,600 Match-box; George Agobian, Somerville, Mass.
749,472 Single delivery match safe; Walred F. Carlberg, Sisseton, S. D.
749,266 Tobacco pipe; Walter C. Cunningham, assignor to M. Straus, Denver, Col.
749,539 Match box; H. A. Dodge, Elizabeth, N. J.
749,190 Tobacco pipe; J. W. Hayes, Baltimore, Md.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK. **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED.

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Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York. 143 Liberty St. New York.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

FRANZ M. DOLBEER G. F. SECOR, Special
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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LEAF TOBACCO BROKER
Cable Address: "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cribber. Hopkinsville, Ky.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description
A. Kauffman & Brc., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of
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Dealers in
Labels, Ribbons, Edgings, etc.

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Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemming. Lancaster, Pa.: L. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS
Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.
Largest Lithographers, Cheapest
116 and 118 E. Fourteenth St., NEW YORK.

A cure for foul smelling cigars and tobacco. The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 30, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stands in it the clearer it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pane underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 3 shows practical advertising for cigar jobbers and manufacturers, very low price in quantities.
No. 4 for tobacco pails. No. 4, Pans 1x12x20 to slide in rear of silent salesman case in place of worthless pane wrongly placed with perforated side up; also size 1x17 1/2 for each wall case shelf; 1x18x20 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
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Renown	Lillian Russell	Pioneer
Salva Fuma	Turco	

ARE VALUABLE
TO EVERY
JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer
thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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Auctioneers and Commission Merchants
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PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

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First Class Insurance on
Stock Companies Fire Insurance Tobacco & Cigars
Only. a Specialty.
27 E. Orange St., Lancaster, Pa.



Glycosine B BEATS ALL
550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars

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TOBACCO and FRUIT FLAVORS.

FRIES BROS.
Manufacturing Chemists,
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FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.



**PARMENTER WAX-LINED
COUPON CIGAR POCKETS**
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY. Clarksville, Tenn.


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Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

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IMPORTERS OF PHILADELPHIA



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.
Send for Samples and Prices.
Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.
Wholesale Manufacturer of
❖Cigars❖
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

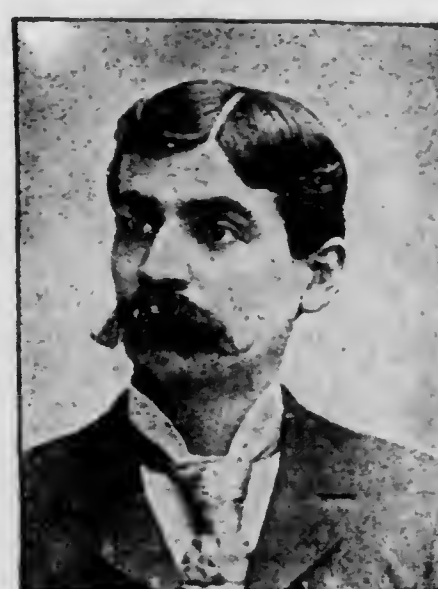
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Manufacturer of
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GOLD LEAF PRINTING
a Specialty
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"Millions for Farmers"
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Exhaustive tests prove that the best grade of...
CUBAN LEAF So Says Secretary Wilson, U. S. Dep't of Agriculture
Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
Write for Full Information to...
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A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
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Maker of
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All Fine Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
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Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 4

PHILADELPHIA, JANUARY 27, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

H. Duys & Co.
170 Water St.
New York,
Sumatra Tobacco
AT THE
Lowest Possible Prices.

The Largest
Exclusive Sumatra House
in America.

Representatives for Pennsylvania:
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Factories:
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HEYMANN & CO.

Cigar Manufacturers,
210, 212, 214 North Broad Street,

Philadelphia.



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A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory

W. K. ROEDEL CO.,
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Philada. Manufacturers.



(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.

Manufacturers,
615 Market St., Philada.

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E. E. Kahler,
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Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with
the Wholesale and Jobbing Trade.

J. E. SHERTS & CO.

Manufacturers of



High-Grade
Seed and Havana

CIGARS

Lancaster, Pa.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

Established 1881

Incorporated 1902



Published Every Wednesday

TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia.

JAY Y. KROUT, H. C. MC MANUS,
Pres'd't and Gen'l Manager. Sec'y and Treas.

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as second class matter.

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A Special News Department is maintained in New York City, which is recognized as the largest news center in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

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The Printing, Mailing, Subscription and Advertising Departments are located in Philadelphia, which is near many important centers of the industry. Communications pertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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with
The Tobacco World,

Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching. In case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Novel Advertising.

THE method used in New York last week to advertise the opening of a new cigar store seems, at first, to have been a quite expensive one, but it very possibly will, in the long run, prove to have been profitable. In carrying out his plan the advertiser gave away 2,081 cigars in a single day, and pledged himself to give away about 3,000 more in the next year. Already, assuming that the cigars cost him \$30 a thousand, the expense to him has been about \$60. This, added to the \$90 additional expense to be met in the next twelve-month, makes a total of \$150. Not such a large amount of money, after all—especially for a dealer located in the heart of perhaps the liveliest center of New York.

For a few days before the opening two men were stationed in front of the store, and handed to 10,000 men, who passed, cards entitling each holder to a free cigar, a 25-cent premium certificate, a premium list, and an estimate of the number of cigars to be given out under this offer. These

guesses were to be handed in on the opening day, and no money was to be received for smokes on that day. When the cards were counted, the day after the opening, the total was found to be 2,081. The five nearest guesses varied from 2,084 to 2,063, and each of these five guessers became entitled to two 5-cent cigars daily for the next year. If they are heavy smokers, and buy all, or nearly all, their cigars at this store for the next year, the profits on what they buy will be an offset to the cigars given them free. Even if the money ventured is not returned in this way, each of the five will become a daily advertisement for the store as long as the arrangement lasts.

The more the novel advertisement is looked into, the more it appears to have been a good one. The expense was not heavy. Over 2,000 men became, for a day or two, or more, so interested in the new store that each undoubtedly told many friends about the gift scheme; and the 8,000 cards, more or less, which were not presented for redemption, probably were of considerable service in advertising the store.

There might be a good deal of difficulty in devising an advertising project which would be as effective without costing considerable more money.

Is Tobacco a Drug?

THE question whether tobacco is a drug in the meaning of the Hepburn Pure Food bill, which has passed the National House of Representatives and is awaiting action by the Senate may never be raised; but, should it be, there will be opportunity afforded for ingenious arguments on both sides.

The purpose of the bill as indicated in the title, is to prevent the "adulteration, misbranding and imitation of foods, beverages, candies, drugs and condiments in the District of Columbia and the Territories, and to regulate interstate traffic therein." It defines the articles to be affected, declares what shall be considered adulteration, imitation or misbranding, and makes provision for inspection and analysis and for the prosecution of violations of the law. It prohibits the introduction into any State, Territory or the District of Columbia from any other State or Territory, or from any foreign country, of any article adulterated or misbranded, within the meaning of the Act, or its shipment to any other country, and provides for fixing the standards of purity.

While it is necessarily confined to the regulation of interstate traffic in the prohibited articles and the importation and exportation of them, and specifically declares that it "shall not be construed to interfere with commerce wholly within any State nor with the exercise of the police powers by the several States," it will undoubtedly go far to suppress the whole business of dealing in fraudulent products. Traffic nowadays extends so generally from one State to another that there will be little profit in manufacturing and selling adulterations, imitations and falsely labeled articles merely for local markets. If they are confined within the State in which they are made that State will be

more likely to take measures for suppressing the traffic among its own people. Moreover the National Act and the standards established under it will furnish a model for State legislation and tend strongly to give it a uniform character.

The only sections of the bill, under which it can be interpreted as applying to tobacco are the following:

"Sec. 5. That the term 'drug,' as used in this Act, shall include all medicines and preparations recognized in the United States Pharmacopoeia for internal or external use. The term 'food,' as used herein, shall include all articles used for food, drink, confectionery, or condiment by man or domestic animals, whether simple, mixed, or compound. The term 'misbranded,' as used herein, shall apply to all drugs, or articles of food, or articles which enter into the composition of food, the package or label of which shall bear any statement regarding the ingredients or substances contained in such article, which statement shall be false or misleading in any particular, and to any food or drug product which is falsely branded as to the State, Territory, or country in which it is manufactured or produced.

"Sec. 6. That for the purposes of this Act an article shall be deemed to be adulterated—

"In case of drugs:

"First. If, when a drug is sold under or by a name recognized in the United States Pharmacopoeia, it differs from the standard of strength, quality, or purity, as determined by test laid down in the United States Pharmacopoeia official at the time of the investigation.

"Second. If its strength of purity fall below the standard under which it is sold.

"Third. If it be an imitation of or offered for sale under the name of another article.

Reference to the last edition of the United States Pharmacopoeia, issued in 1893, shows only a very brief paragraph under the heading of "Tobacco," but a new edition—the book being published in revised form at about ten-year intervals—is about due and changes may therein appear. In Section 6, above quoted, reference is made to "test laid down in the United States Pharmacopoeia official at the time of the investigation." No test is laid down in the Pharmacopoeia of 1893, but this description appears under the heading of "Tobacco":



The commercial dried leaves of Nicotiana Tabacum, up to 50 Cm. long, oval or ovate-lanceolate, acute, entire, brown, friable, glandular hairy, of a heavy, peculiar odor, and a nauseous, bitter and acrid taste.

Whether the presence of the above description in the Pharmacopoeia would be interpreted by the courts as sufficient to make tobacco a drug as the word is used in the Pure Food bill is a question which probably would be answered negatively if raised in court; but what the next issue of the official publication may contain is another matter, and may prove to be a very important one in the tobacco trade.

There certainly is reason for some modification of the official description, inasmuch as the contents of the book from cover to cover are intended to be as accurate in every respect as possible. How many years have passed since the paragraph concluding with "and a nauseous, bitter and acrid taste" was written? Nearly a century, probably. And who wrote it? Probably some hater of tobacco, who had no expectation that long before the opening of the Twentieth century the description would, in order to conform to the sentiment of the most vigorous, energetic and intellectual men of the world, have to have its conclusion changed to "and a delicious, sweet and soothing taste."

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

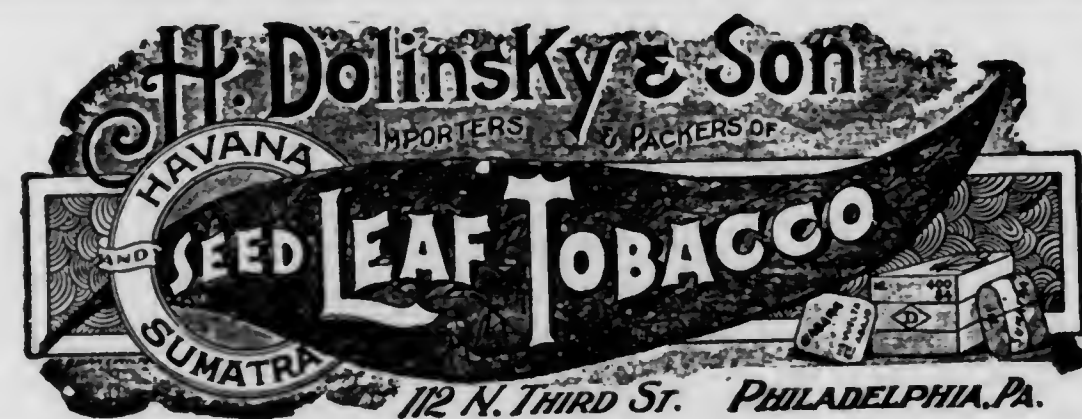
J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** **Tobacco**
and Packers of **DOMESTIC LEAF**
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  **Leaf Tobacco** 107 Arch St.
PHILADA.


Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

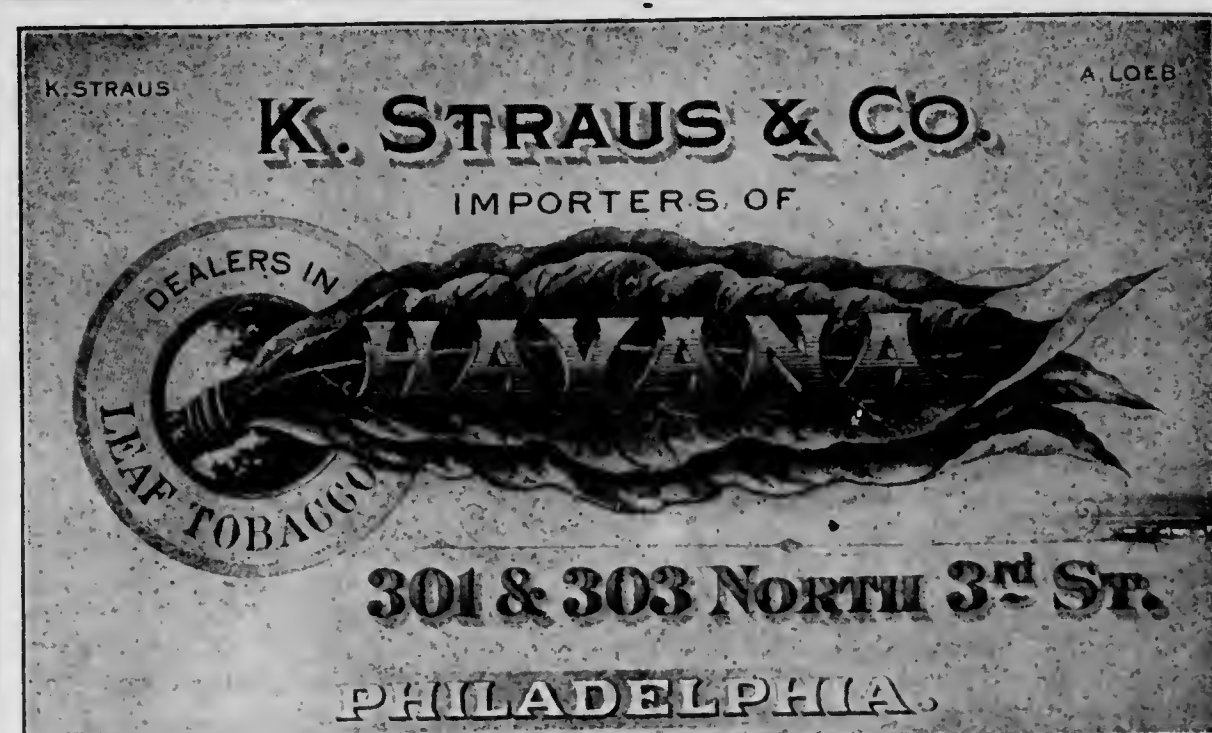
JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF** **TOBACCO**
HAVANA and **SUMATRA**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **SEED LEAF** **Tobacco**
HAVANA
SUMATRA
118 N. 3d St. Phila.

 **Young & Newman,** **Sumatra & Havana** 
217 N. THIRD ST., PHILADELPHIA. **IMPORTERS of**
Packers of Seed Leaf.




BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Cash for Trading Stamps.

In a few cigar stores in Philadelphia, in many in other parts of country, trading stamps are given as an inducement to purchasers. The trading-stamp system is in very general use among grocers in almost all sections, and dealers of all kinds who have once begun the practice of issuing such stamps find that to abandon the system would result in serious loss of trade.

Out in St. Paul, Minn., the grocers have hit upon a novel way of fighting the trading stamp companies. All kinds of efforts have been made to get rid of the stamps but the people have been educated to ask for them and a great many of the grocers feel that they must handle them.

Some of the members of the grocery fraternity got together recently and decided to place signs in their windows, which read, "Trading Stamps Bought." This sign in nearly every case attracts the attention of the passersby, who investigate the proposition. They are advised that if they will bring in their stamp books, the grocer will redeem them at \$3.50 per thousand. This redemption by cash in almost every case is preferred by the stamp collector to turning the stamps in at the head office of the company, and receiving in return some article of questionable value and by so doing enriching the trading stamp company at the expense of the grocer.

After the grocers have purchased these stamps they do not offer them to the stamp company for redemption, but re-issue them to their customers and cut the stamp company out of the sale of thousands of stamps which would be needed if customers turned their collections over to the stamp companies in return for premiums.

Speaking of this scheme, The Commercial Bulletin of Minneapolis says:

"The effect of this is double-edged. Grocers who cannot buy stamps at head-quarters supply themselves with plenty, and as they re-issue them give them out again. The trading stamp company only makes one sale, for the reason that the stamps are the second or third time put in circulation by the unique scheme of buying them up and putting them out again. Then the people that are collecting stamps are very much pleased to get spot cash at a good price for their collections, rather than go down town and get some paltry 'gift' that is hardly worth carrying home."

New Advertising Scheme.

Something new in the way of prizes was recently offered by the Lyon-McKinney-Smith Co., of Los Angeles, Cal. Six months tuition in a local business college was given to the person who got the greatest number of persons to read the firm's advertisement during a certain time. Three months tuition was given to the second contestant and the third, fourth and fifth received other prizes of value.

Contestants were instructed to take several sheets of paper, ruled for names and addresses. These sheets were pasted together and at the top was placed an advertisement which was to be read by the persons who signed their names below. The competitors were governed by the following conditions:

"Contestants must send in their lists of signatures once each week so we may compare and examine them.

"We reserve the right to erase duplicate signatures, to disqualify dishonest contestants and throw out stuffed lists.

"Successful contestants will be required to make affidavit before a notary as to the genuineness of their lists. (This will be in addition to our examinations.)

"No signatures of people under eighteen years of age or more than one in a family are to be accepted.

"Friends of the contestants are privileged to start lists and secure signatures for them."

Advertising Catch Phrases.

It pays to please you.
Here's the real secret.
Nothing finer offered.
Tell us if they don't suit.
Every cent counts here.
Just right for just now.
We know we are right.
We've the one you want.
Fine things for fair prices.
Exactly what we say it is.
We help you to happiness.
Values that appeal to each.
It's our boast to sell the best.
A store that pleases every day.

Thoughts for the Thrifty.

Each business man is wondering how he can do better during the year that has just opened than he did during the year that is past. Of course there are some who have already decided this very important point, and to such the work is well started and probably will develop from day to day results which will be satisfactory. The man who has decided what he is going to do certainly has the greater part of his troubles off his mind. It takes care and judgment to keep the business plan going when once inaugurated, but the most important point is to know what is to be done and do it.

promptly. Cover each point with care as it presents itself and try to anticipate by being ready for all points as they develop. It is proper that the business man should see results for his energy and realize that he is working along right lines. In the case of the very careful man his greatest care may be the one point that is detracting from his success. If he could make up his mind to look at his daily problems with a little broader vision there is a possibility that he would see more easily what he wants, and understand better where his failure starts or why his success is not greater. The times are such that it requires effort to get to the top of the latter or to hold a position already attained. Judgment is the most valuable working capital of a thrifty business man, and the one who uses it to the best advantage will get results to pay him for his pains.

Figuring Profits.

To the Editor—Please decide as to the propriety of figuring profits, whether on the cost or selling price. Strangely enough there seems to exist such uncertainty among merchants as to be responsible for this question bubbling up every now and then. I maintain that profits can only be based on the amount of one's investment.
G. P.

Reply.—We think there can be no doubt that the most proper and convenient basis upon which to estimate profits is the capital invested, the cost price in a case of purchase and sale. If \$100 is invested, and the value of the investment grows to \$110, it is the \$100 which has made the gain, and not the \$110, and it seems more appropriate to say that \$100 has earned 10 per cent of itself than to say it has earned nine and a fraction per cent of some amount other than itself. The absolute gain is, of course, \$10 in either case; but it seems to be a simpler and more satisfactory statement to say, "the capital is \$100 and the gain is \$10, or 10 per cent of the capital," than to say, "the capital is \$100 and the gain is \$10, or 9 per cent and over of the capital and the gain itself taken together."

The usual method has the further advantage that it simplifies calculations very much and makes a comparison between different rates of gain a much easier matter. Thus if \$100 yield a profit of \$10, that is 10 per cent of the capital, a profit of \$20 is 20 per cent; of \$25, is 25 per cent, and so on, the percentages of gain comparing with each other precisely as the absolute amounts compare. If the calculation is made on the basis of the selling price, or the amount realized,

then if a gain of \$10 is 9 per cent a gain of \$20 is not 18 per cent, and each separate percentage must be reckoned independently. There is at least one other reason for estimating percentage of gain on the basis of the amount invested: this is always done when the profit is interest on money loaned, and to do it in other cases is simply to introduce uniformity instead of a needless and perplexing diversity. If a man loans \$100 and gets back \$106 he simply says that he has made a gain of 6 per cent by way of interest. It never occurs to him to enter into an elaborate calculation to reach the conclusion that his gain of \$6 on the investment of \$100 is a gain of an indefinite percentage somewhat greater than 5.66 per cent. This is to use the interest itself as part of the basis on which to estimate interest gain, and there is just as sound reason for using such a basis when the profit is made by loaning money at interest as when it is made by buying and selling or in any other way. The percentage of gain should be reckoned on the amount invested.

Window Advertising.

Neatly made price cards of a uniform size will save the observer the embarrassment of asking prices of goods beyond his means. Advertising is necessary. Many small houses cannot afford a half column in a daily paper, but if they will make their window the paper and their stock the advertising, success is bound to come, and after a short while they will be able to insert an ad. in one of the town papers. It may not be a half column, but it won't take long for sales and stock to warrant more extensive advertising. Never let competition keep price cards of a unique design out of your window, but solicit competition and you will be forever catering to advancement.

Wide-Awake Hustling.

The best way to make money is to be wide-awake.
It doesn't pay to sit still, Micawber-like, waiting for something to turn up.
The man who gets ahead in this world is the man who hustles around and turns something up for himself.
Patience and hope and prayer are all right if they are joined to good, strong, vigorous effort.
It was Napoleon who said "God is on the side of the strongest battalions."
It seems that luck is with the man who makes the strongest and the most intelligent effort.

Capacity, One Million per Week.

Correspondence with the
Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes



Union-Made
All Sizes

M. Steppacher, Reading, Pa.

For Relief of Growers.

Arguments Against Proposed Legislation
Now Pending in Congress.

Washington, D. C., Jan. 23.—It appears from the number of bills introduced in the House by Kentucky Representatives, and Mr. Gaines, of Tennessee, together with the efforts which Mr. South Trimble, of the Seventh Kentucky district, is making to get petitions from tobacco growers all over the country, that the Kentucky and Tennessee growers of the weed want "relief" from the present method of handling leaf tobacco under the internal revenue laws. Three bills introduced respectively by Messrs. Stanley, Trimble and Hopkins, of Kentucky provide that farmers and growers of tobacco shall hereafter have the right to sell tobacco in the raw or unadulterated, of their own growth, in any quantity, either in the leaf, twist or such other form as they may wish, free from any tax or charge, or being in any manner subject to any statutory regulation on the part of the Government of the United States.

The language varies somewhat, but this is the substance of the bills introduced primarily, although Representative Stanley has in a later bill, introduced January 21, somewhat modified the provisions of his bill, which now reads as follows:

"I. That tobacco in the natural leaf, that is, in an unstemmed condition and not manufactured or altered in any manner so as to change the condition in which it is put upon the market by the

producer, when in the natural leaf, as before described, this tobacco shall not be subject to any internal revenue tax, charge or regulation of any kind whatsoever on the part of the Government of the United States.

"II. That all statutes imposing any tax of any kind whatsoever on tobacco in the natural leaf or in conflict with any provision of this bill are hereby repealed."

The House Committee on Ways and Means will grant a hearing February 4 on these several bills for the relief of tobacco growers. Representatives Trimble and Gaines promise to have representatives of the growers here on that date.

Mr. Trimble said to-day that the passage of some such measure would prevent the trust from fixing the price on raw leaf, or the manufactured product and would be an equitable, automatic governor of prices, protecting both producer and consumer, and working no injury to the manufacturer, who is satisfied with a legitimate profit on his capital. His bill, he asserted, has been endorsed by the White-Burley Tobacco Growers' Association, of Kentucky, the only organization of tobacco growers in the United States.

Mr. Trimble says he expects to get petitions from practically every section of this country which produces tobacco.

A prominent Virginia tobacco grower, who is also interested in a tobacco factory, says that while these bills are very attractive on their faces, they need careful consideration before being indorsed.

The result of the measure, he declared, should it become a law, would be to repeal the tax on tobacco, or on the manufactures thereof, so far as the farmer handling his own product is concerned, but not as to the regular manufacturer or warehouseman.

It will confine the farmer to dealing in and manufacturing his own product only, but should he let a drop of molasses or licorice get mixed up with it he would then be subject to the internal revenue tax and revenue officers.

It would tend to seriously injure, if not destroy, the warehouse business, where the grower now has the advantage of open competition between buyers, and subject him to the manipulation of the pin-hooker.

Under present business conditions and methods, when tobacco, chewing or smoking, is sold by registered or well-known brands, the farmer would hardly make much progress in selling his "home-made twist" from a basket.

This gentleman regards it as the best proposition for the benefit of the trust that has ever been made, so far as proposed legislation is concerned, and, between the pin-hookers, the trust manufacturers and the anti-trust manufacturers, the last state of the tobacco grower will be infinitely worse than the first, or the present.

The present tax on dealers in, or manufacturers of, tobacco is not excessive. The regulations for the sale of the leaf places the growers' product where it must be sold to buyers in competition with each other, so far as such competition exists, unless he should assume the risk of disposing of his crop to a licensed dealer "at the barn," rather than

give such buyers as may desire a chance to bid on it on the floor.

This new proposition, if enacted into law, would not help the grower sell his "twist" or his unsweetened or undoctored tobacco, but would subject him to the raid and misrepresentation of the peripatetic pin-hooker, or the shrewd representative of the trust or anti-trust manufacturers.

FOREIGN COATS-OF-ARMS.

Commissioner Allen, of the United States Patent Office has, on an appeal from the action of a patent examiner by Mr. Stephen J. Cox as attorney, issued a ruling that a label will not be registered by the United States Patent Office when it includes as a feature of such label the coat-of-arms of a foreign nation.

The Commissioner holds that the grounds of public policy which prevent the registration of the coat-of-arms of a nation as a trademark have equal force in the matter of the registration of labels.

The label, which was intended for use on a certain brand of tobacco and which was refused registration, consists of the coat-of-arms of Hungary, above and below which is some printed matter surrounded by an ornamental border.

The Commissioner asserts that the border and the printed matter of themselves would never confer registrability upon this label, as they are simply such grouping of materials as is expected of any type-setter, and that the only feature of this label which may be said to include anything artistic is the coat-of-arms of Hungary.

The conclusion of the Commissioner, therefore, is that the applicant is not entitled to protection under Section 3 of the Copyright Act, for a label which involves as a feature thereof the pictorial representation of the coat-of-arms of a foreign nation.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

WE WANT YOUR TRADE,
If Large or Small.

When in need of

**CIGAR LEAF
TOBACCO**

Write us,

in English or German.

Largest Retailers in this State.

L. C. Haeussermann & Sons,

Wholesalers, Retailers,
Importers and Packers in

Cigar Leaf Tobacco,

23 N. Third St., Philadelphia.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haevserrmann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

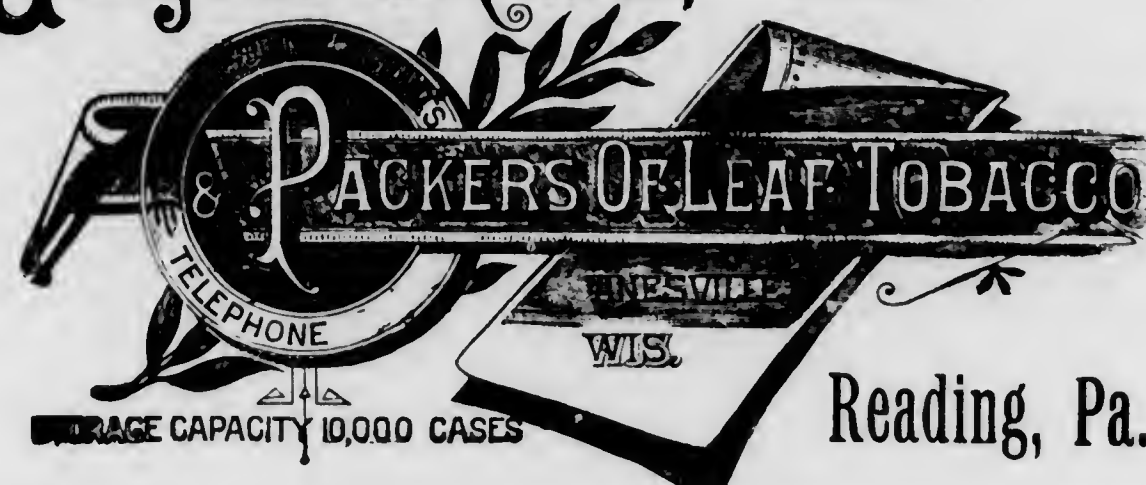
622 VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. **NEW YORK.**

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.

J. L. & M. F. GREENE,

PACKING HOUSES:
Janesville, } Wis.
Milton, }
Albany, }



Reading, Pa.

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

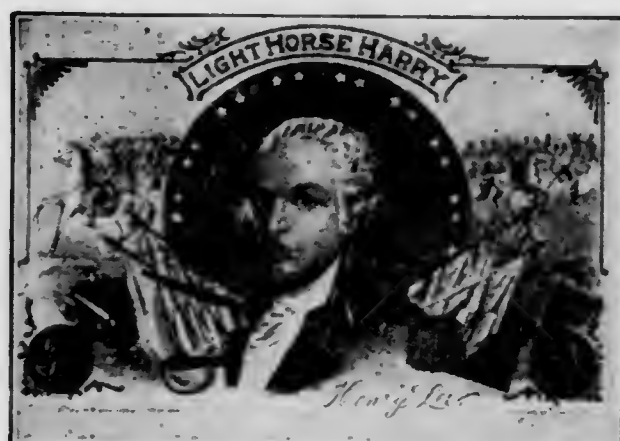
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars



Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

INCREASE IN EXPORTS OF HAVANA CIGARS.

Nearly One Hundred Thousand More Shipped Last Year than in the Year
Next Preceding—Where the Cigars Went.

HAVANA, January 16, 1904.

The movement in the Havana market has shown a further increase in the volume of bales traded in, and as buyers from the North are arriving weekly the outlook continues favorable to the dealers here. While a firm market would be justified in view of the limited stocks on hand, nevertheless sellers are willing to meet buyers, in order to close out their stocks and to prepare themselves for the coming crop. Therefore, American buyers should not miss the favorable opportunity presenting itself to them to replenish their stocks. While the 1904 crop may be abundant and possibly somewhat lower in price, it looks as if it would need more time to cure thoroughly, and for his reason it may not be available for working by the manufacturers until the year 1905, wrappers excepted.

Sales ran up to 4900 bales in all—2800 of Vuelta Abajo, 400 Partido and 1700 bales of Remedios. Destination is given as 2600 bales for the American market, 1900 for Europe (chiefly for Spain) and 400 bales for local consumption.

THE 1904 CROP.

There is no change to report in the general situation or outlook, as far as advices are received from the Vuelta and Partido regions. All admit that a large crop is now virtually assured, although everything will depend yet upon the atmospheric conditions for the next three months, whether the tobacco will dry in good shape (not too rapidly) in the drying houses. Some rain will be needed yet for the late-set plants and for the second growth of those which have undergone the first cutting. Reports from the Santa Clara province seem to agree that while less has been planted the total yield, under favorable circumstances, may slightly overrun last year's quantity, although a big crop in this section is out of question. Rain is needed badly to prevent a stunted growth. The principal cutting season for Remedios is February and March.

BUYERS COME AND GO.

Arrivals—Louis Cantor and Louis C. Cantor, of L. Friedman & Co., New York and Havana; M. Herzog, of P. Dennerlein, New York; R. S. Jenkins, of New York; Harry Mendelshon, of Mendelshon, Bornemann & Co., New York and Havana; Charles Landau, of Montreal, Canada; B. Spector, of Spector Bros., Chicago, Ill.; W. S. Lightbourn, of Cortez Cigar Company, Key West, Fla.; V. Bustillo, of Bustillo

Bros. & Diaz, Tampa, Fla.

Departures—Moritz Neuberger, for Bremen, via New York; D. Nussbaum, for New York; Wm. Baeder, for New York; G. W. Nichols, for New York, via Key West, Fla.

HAVANA CIGAR MANUFACTURERS.

Nearly all of the independent factories are working satisfactorily, and while there is no rush, orders are arriving in fairly large numbers from the United States and London.

The total exports in the year 1903 were 208,607,450, or 98,900 cigars above the total of the year 1902. The eleven principal countries which received a million cigars or more were:

	1902.	1903.
Great Britain	97,319,558	92,277,137
United States	42,285,851	45,800,429
Germany	27,979,364	31,560,509
France	10,166,540	9,425,485
Spain	6,935,200	7,420,010
Canada	5,573,495	7,193,740
Australia	3,641,260	2,533,800
Austria	2,322,351	1,232,000
Chile	2,080,515	2,553,859
Argentine Republic	425,594	2,041,502
Belgium	3,150,325	1,287,226

H. Upmann & Co., Behrens & Co., Rabell, Costa, Valez & Co. and Enrique, Dorado & Co. are fully occupied in turning out cigars to their full capacity.

BUYING, SELLING, ETC.

Sobrinhas de Antero Gonzalez had a very busy week, purchasing 1300 bales for the Spanish regie and selling 700 bales of Vuelta Abajo, Partido and Remedios from their stocks.

Moritz Neuberger paid a second flying visit to Havana and secured some very choice lots of Vuelta Abajo.

Muniz Hnos & Co. turned over 400 bales of Remedios from their own holdings in Havana, while one of the brothers was in the country and managed to purchase 700 bales, one of the best packings of Remedios (1903 crop) called "La Quinta," made in Santa Clara, of the "Loma de la Cruz" growth, famous for its superior quality.

Bruno Diaz & Co. closed out 200 bales of Partido and Remedios.

D. Nussbaum made his maiden trip to Havana and purchased some of the best Vuelta Abajo vegas to be had in our market.

Rabell, Costa & Co. sold 200 bales of their superior Vuelta Abajo stocks.

Garcia, Vega & Careaba are very busy stripping tobacco for their San Augustine and New York factories, besides shipping this week 200 bales to the former and 300 bales for the latter place.

The Loeb-Nunez Honora Co. were

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



**SOL and
LUIS MARX**



Consulado 91, **HAVANA.**

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"
New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, **Habana, Cuba.**
O'Reilly 50, P. O. Box 493, Cable: "Suarco."

La Flor de J.S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, **HAVANA, CUBA.**
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, **HAVANA**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZALDICO **HABANA, CUBA.**

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., **HAVANA, Cuba.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. **Habana**

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. **Havana, Cuba.**

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
Cable: "Donalles." **Habana, Cuba.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

sellers to the extent of 600 bales of
Vuelta Abajo and Remedios.

Rodriguez, Bautista & Co. disposed of
200 bales of Vuelta Abajo.

Leslie Pantin has no reason to com-
plain, as his customers keep him fully
occupied all the time, arriving for a per-
sonal visit or sending him confidential
orders.

Suarez Hnos turned over 150 bales of
Vuelta Abajo and Remedios.

L. Friedman & Co. sold and shipped
150 bales of Remedios.

Jose F. Rocha closed out 100 bales of
Vuelta Abajo.

G. Salomon y Hnos disposed of 100
bales of Vuelta Abajo.

Walter Himml sold 100 bales of Par-
tido.

Charles Blasco is increasing his busi-
ness rapidly, as he had another busy
week shipping 477 bales of all kinds of
leaf.

	Week Ending Jan. 16, Bales	Since Jan. 1, Bales
Vuelta Abajo	130	296
Semi Vuelta	—	8
Partido	102	446
Matanzas	—	—
S. Clara & Remedios	1,514	2,030
Santiago de Cuba	—	5
Total	1,746	2,785

REVENUE RULINGS.

A collector desires to know whether in
view of the requirements of the regula-
tions that a cigar manufacturer's prem-
ises must consist of at least an entire
room or rooms adjoining each other sepa-
rated by partitions or walls from other
portions of the same building, a manu-
facturer who desires to use the cellar
under the same building for the storing
of his stock of leaf tobacco can do so
without its being considered outside stor-
age and obtaining a special permit to
store such material off the factory prem-
ises. The factory in question is referred
to as being on the second or third floor
and connected with the cellar by an ele-
vator and indirectly connected by stair-
ways, but the cellar does not adjoin the
room or rooms on the second or third
floor.

The collector was advised that if addi-
tional storage space as required for leaf
tobacco and the cellar of the leaf tobacco
factory is so arranged as to be inac-
cessible to any person except those di-
rectly connected with the tobacco fac-
tory, either by means of the elevator or
stairways, doors or other openings, and
no other person uses the cellar for stor-
age or other purposes, and the sureties
on the manufacturer's bond will indorse
thereon their consent to the inclusion
of the cellar in the factory premises, he
might in his discretion permit the cellar
to be included and described as a part
of the factory premises in the manu-
facturer's statement on Form 36½, and au-
thorize its use for the purpose desired

without making formal application to
the Commissioner for outside storage;
that a careful inspection of the place
should be made by a competent deputy
collector before consummating any
change.

A party informs the Commissioner that
he has a small business at a permanent
location where he handles novels, fruits,
and also cigars and stogies, but to in-
crease this trade he has been in the
habit of filling up a basket with fruit,
chewing gum and a box of cigars and
stogies and carrying the same to the
railroad station and selling to consumers
on the platform out of the original
stamped boxes, and he asks if this is
contrary to the Internal Revenue laws.

He was instructed that the travel
about the town from house to house, or
from one town to another, selling cigars
or other forms of tobacco would consti-
tute the business of a peddler of tobacco
and require him to qualify as such with
the collector as prescribed in the regula-
tions, and that as a peddler of tobacco
he would be limited in his sales to un-
broken stamped packages.

A collector forwards to the Commission-
er a communication from a firm of im-
porters, packers and dealers in leaf to-
bacco, in which they ask what amount
of tobacco will be allowed them per 100
pounds in their annual accounts for
shrinkage. The collector was advised
that it was found impracticable to fix
in the regulations any definite percentage
as an allowance for natural waste and
shrinkage in the handling of leaf toba-
co; that each case must be considered
upon its merits, the allowance for loss
depending upon the character of the to-
bacco, the method of handling, etc.; that
it was reasonable to suppose that some
loss would occur from shrinkage and
other causes, but if in the judgment of
the collector the claim for such loss
would be excessive it would be his duty
to cause an investigation to be made
to ascertain if such excessive loss was
unavoidable and legitimate.

—Shipments of tobacco from Havana
to New Orleans, January 19, by Mark
A. Pollack, per steamer "Chalmette,"
include 10 bales for Crump Brothers,
412 for Wengler & Mandell, and 4 for
Wedeles Brothers, all of Chicago.

—"Why don't you do something to
impress yourself as one of the notable
men of your time?"

"That's a good idea," answered Sen-
ator Sorghum. "I'll write to some man-
ufacturer this afternoon and find out
what it will cost to have a new brand of
cigars named after me."—Washington
Star.

CHARLES BLASCO,
COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco," **Habana, Cuba.**

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." **Havana, Cuba.**

J. Lichtenstein & Co.
Leaf Tobacco **NEW YORK**
131 Water St.

E. A. KRAUSSMAN
Importer of **HAVANA TOBACCO**
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specially—HAVANA TOBACCO
New York Office:
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.
Havana Office:
ANGELES 10,
HAVANA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

**Cigar
Molds**

**Cigar
M'rs
Supplies**

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

**The Best Goods
at
The Best Prices.**

Before you place your
orders give us an opportu-
nity to quote you Our prices.

**We Can
Save You Money.**

**The Sternberg
M'f'g Co.**

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Importers of New York Amsterdam.
J. & E. Cranz, Sumatra Tobacco, 144 Maiden Lane, Trieste.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguiedad
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murlas
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Murlas y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

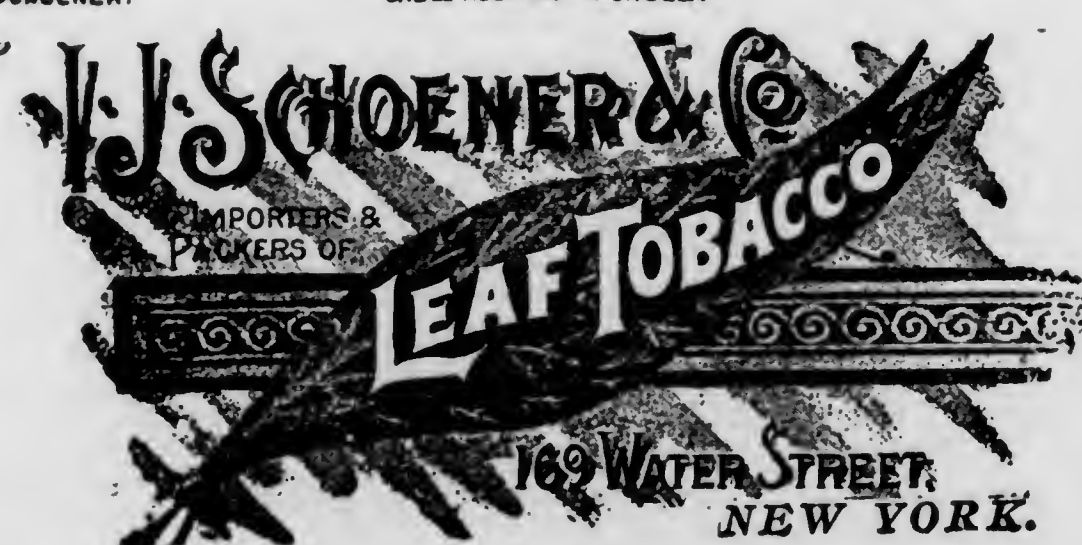
121 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

14. SCHOENER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET,
NEW YORK.

**J. BERNHEIM & SON
HAVANA TOBACCO**

138 MAIDEN LANE
NEW YORK.

Importers of San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Established 1840.

Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana Tobacco
and Packers of Connecticut Leaf

125 Maiden Lane,

NEW YORK.

MUND H. SMITH
EMOS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman. NEW YORK.

JOS. S. GANS

MOSES J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

HAMBURGER, BROS. & CO.

Importers and Packers,

Havana, Porto Rico,
Sumatra,
Domestic.
No. 228 Pearl Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA TOBACCO
and Packers of LEAF TOBACCO

197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

It has been decided by a jury in the city court of New York that a seaman on the high seas has a right to chew his quid on the poop deck without molestation from the captain. The jurors discussed this question for more than eight hours, those who use tobacco being convinced that he was entitled to some damages, but the question which puzzled them all was the amount of the award. It looked for a time as if there would be no agreement at all, as one juror was determined that he would not go above \$150. It was only when Judge McCarthy declared that he would have to keep the jurors locked up until an agreement was reached that a verdict for \$162.50 was given. Judge McCarthy said the verdict was ridiculously small. He said if the jurors were convinced that an assault had been committed the seaman was entitled to fair compensation. John Nelson, an able seaman on the Acme, belonging to the Standard Oil Company, is the man who obtained the verdict, and John Lawrence was the captain of the vessel.

The old-established house of Y. Pendas & Alvarez have concluded that sound and conservative business policy dictates that they incorporate their business, in order the better to perpetuate it and maintain its individuality. This will in no manner cause them to deviate from the principles and methods of doing business that have characterized this house during its entire career. The company will be a close one, consisting of the members of the Pendas and Alvarez families, being the same interests that have always carried on this business. The style under which the business will be carried on will be the same as heretofore, namely, Y. Pendas & Alvarez. The Board of Directors will consist of the following: Miguel Alvarez, E. M. Pendas, Enrique Pendas, Jose M. Pendas, John M. Alvarez, Jaime Pendas, Ysidro Pendas, Jr., and Manuel B. Pendas.

Price-cutting on imported cigars has been again begun on Broadway, some cigars that formerly sold for 25 cents being offered at 17, and small imported cigars being sold as low as 8 cents each. Both reciprocity cigars can be bought for eleven cents. One reason for the price-cutting is said to be that new stock expected soon and to be sold at standard prices will be larger and heavier than corresponding goods carried in the past.

Many a smoker who began incinerating cigars as far back as the Seventies has been wondering for years what was the reason Flor del Fumar cigars no longer appeared in show cases in cigar stores. The average "young man" behind the

cigar counter has been unable to answer the question, when asked, and, in point of fact, has usually replied that he "never heard" of the brand. No brand of imported cigars was ever more popular and its disappearance from the market was principally due to increased duties. This week, however, receipts of these cigars in New York will begin again, going to the trade at from \$82 to \$122 a thousand, the new treaty having opened the way. In the last twenty years Europe has received nearly all the Flor del Fumar cigars.

Mendelsohn, Borneman & Co. are equipping a fine sample room adjoining their general office in the U. S. Arcade Building, at Water, Fulton and Pearl streets. Large humidors for the careful preservation of samples are yet to be installed, when it will be practically complete. A private exit has been made from the sample room to the main corridor, by breaking through the partition.

John H. Duys, of H. Duys & Co., has returned from a several weeks' business trip through the West, and informed your correspondent that trade conditions there were excellent. Howard A. Kinney, western representative of this house, had a narrow escape from a serious accident last week, while en route from Cincinnati to St. Louis on the B. & O. Southwestern. The train collided head-on at a point in Indiana. Three people were killed instantly, but Mr. Kinney was in the Pullman, which was on the rear of the train, and was not injured. After some delay he proceeded to point of destination.

Three hundred cases of tobacco, owned by Gans Brothers & Co. of New York, were destroyed by a fire which burned the big tobacco warehouse belonging to R. C. Lasbury, at Broad Brook, near Windsor Locks, Conn., last week. The loss is about \$17,000; partly insured. An adjoining shed containing one hundred cases of tobacco took fire and was burned but the contents were removed in safety. Seventy-five people employed in assorting and casing tobacco were thrown out of employment by the fire.

Schedules in bankruptcy of the Max Schatz Company, cigar manufacturers, at 327 East Sixty-third street, show lia-

applied for incorporation of the United Dealers' Cigar and Tobacco Co., of New York, with a capital of \$25,000, and with the intention of having each stockholder limited to one vote, no matter how many shares of stock he may own. The company organized at a meeting last Thursday night, and the attendance was about one hundred, almost all of whom were seceders from the Retail Cigar and Tobacco Dealers' Association of New York.

By the end of this week the I. J. Schoener Co. will have finished the many improvements which were recently commenced in their offices and sample rooms and which when done will make it among the most pleasant places in the city. It has been thoroughly renovated throughout. Their trade has been growing steadily and even during the present month it has been much better than was anticipated. Mr. Schoener is reported as having had a good trade through New York State, and satisfactory returns are coming in from M. Bauml, who covers Pennsylvania.

For some years the factory of E. Regensberg & Son, employing six hundred workmen, was operated as an "open shop," about half the hands being union members and the others non-union; but at the last meeting of the Miscellaneous Section of the Central Federated Union Organizer Daniel Harris reported that the factory had been unionized and that an agreement for one year had been signed with the Cigarmakers' District Council.

The Brooklyn branch of the Cigar and Tobacco Dealers' Association has elected President, I. Aschner; Financial Secretary, David Oshinsky; Recording Secretary, F. Ascheer, with Mr. Jacobson as assistant; Treasurer, John Bassler; Sergeant-at-Arms, George Willis.

Mr. Kreuger, of Kreuger & Braun, lithographers, at 322 E. 23d street, will start about February 8 for a several weeks' visit among the trade in Penna.

bilities \$280,941 and known assets \$29,490, consisting of tobacco in bond \$10,000 and accounts \$19,490. The other assets, consisting of stock in trade, machinery and fixtures were sold by the receiver and the amount realized is not given. Among the creditors are Sutter Bros., of Chicago, \$167,000; A. G. Becker & Co., Chicago, \$31,023; Henry Cohen & Co., \$10,920; Henry Taylor & Co., \$7,605; American Exchange National Bank, \$10,686, and the Germania Bank, \$10,000.

Ambrose B. Burbank, who died last week at his residence, 26 East Eleventh street, was in his ninety-third year. He was born in Belgrade, Me. He early went to Henderson, Ky., where he engaged in the tobacco business. He then became engaged in the business of floating grain in flat boats down the Mississippi to New Orleans, acquiring a considerable fortune.

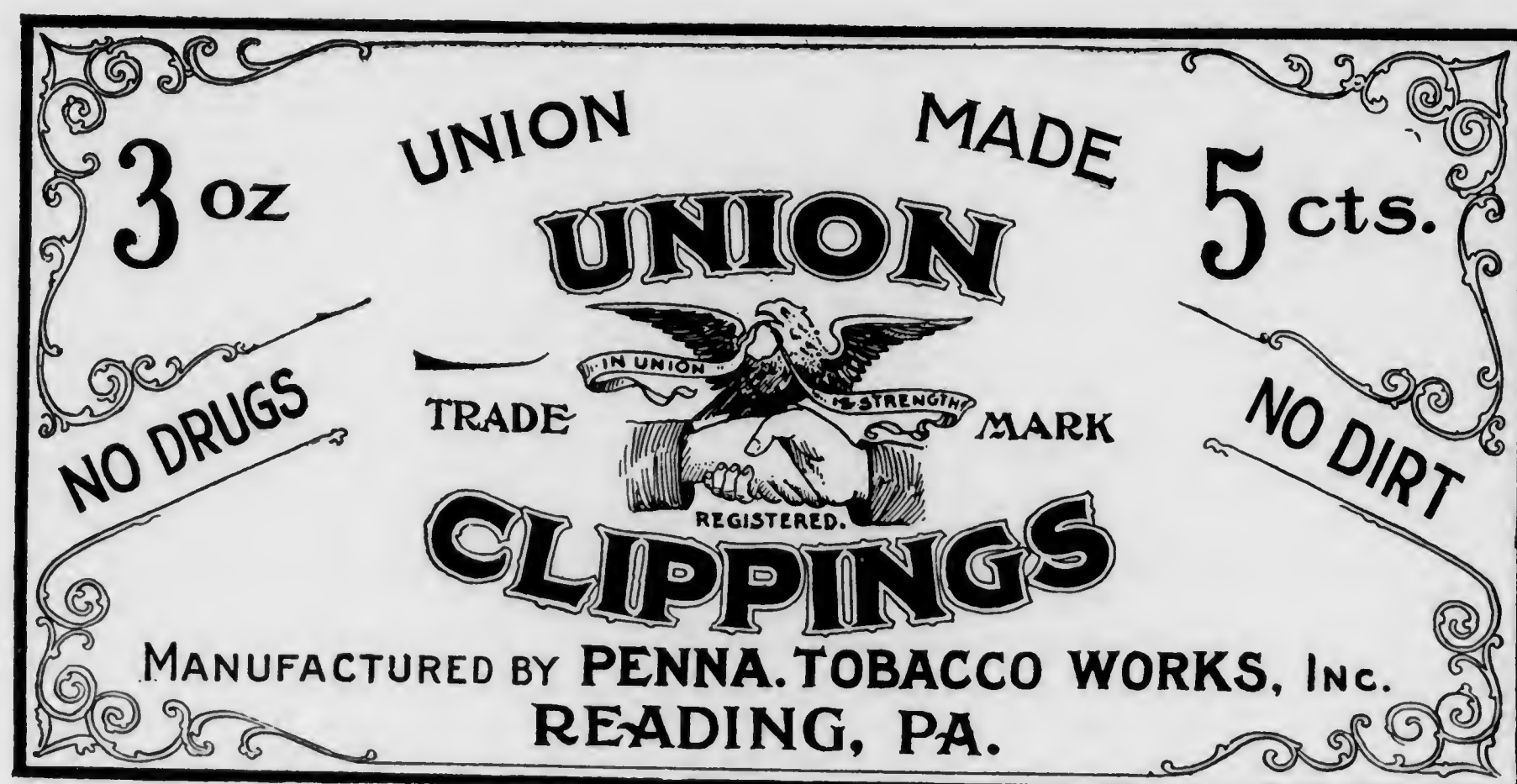
A Winterberg, representative of Montevideo & Co., cigar manufacturers of No. 223 East Eighteenth street, is in Tampa making preliminary arrangements for the removal there of the company. The firm will occupy the old Salvador Rodriguez factory building at Palmetto Beach.

Robert E. Lane, Sidney J. Freeman, I. Aschner, Segundo Rodriguez, William Taylor, representing the Punch factory; Mr. Bliss, of S. S. Pierce & Co., of Boston, and Rafael Alvarez of the Escepcion factory of Havana, sailed on the steamer Morro Castle Saturday.

The Brooklyn branch of the Cigar and Tobacco Dealers' Association has elected President, I. Aschner; Financial Secretary, David Oshinsky; Recording Secretary, F. Ascheer, with Mr. Jacobson as assistant; Treasurer, John Bassler; Sergeant-at-Arms, George Willis.

Mr. Kreuger, of Kreuger & Braun, lithographers, at 322 E. 23d street, will start about February 8 for a several weeks' visit among the trade in Penna.

A new concern located at 108 Broad street, is the Ottoman Cigarette and Tobacco Co.



CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN
Smoking and Chewing
TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by
PENNSYLVANIA TOBACCO WORKS, Incorporated,
READING, PA. Established 1902.

Factory No. 7, 1st Dist. Pa.

Established 1902.



Business and Pleasure.

Retailers Elect Officers, Hold a Smoker and are Entertained.

Business was promptly transacted at the meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia held Monday evening at Fraternity Hall, 1414 Arch street, although the fact that an entertainment was to follow led to no undue haste. The attendance at the opening, of members and invited guests, was over a hundred and by the time the entertainment began those present were nearly twice that number.

For the year 1904 Joseph E. Tuck and John Klindworth were re-elected President and First Vice President respectively, and F. B. Robertson was elected Second Vice President. Treasurer R. W. Bock and Secretary James S. Halfpenny were re-elected. To fill the Board of Directors, of whom the officers are members, J. Harvey McHenry and James I. Hassen were chosen.

In accepting the position of President, Mr. Tuck said he had not intended to retain the office, but the renewed interest in the association which the present attendance showed had led him to reconsider. "Gentlemen," he added, "this is the manner in which every meeting of this association should be attended. Let us hope that this is evidence of what may be expected at every meeting we hold during Nineteen Hundred and Four. Every business should have a trade organization and be in condition to battle for mutual interests and protection whenever occasion arises. I hope that at the next annual Smoker the attendance will be so large that we shall need a very much larger hall than this. The only recompense I hope for, and the only one I ask, for serving as your President, is that there be a good attendance at all meetings."

Prior to the election of officers, the constitution and by-laws were amended, reducing the number of directors to seven and providing that eleven members shall hereafter constitute a quorum at all meetings of the association.

New members proposed, and on the nominations of which the Board of Directors will report, were: H. J. Miller, of the Weisert Brothers' Tobacco Co., Addison Fowler, 139 Market street, of the



JOSEPH E. TUCK,
President.



F. B. ROBERTSON,
2d Vice President.

United States Tobacco Co., D. J. Troy, of 334 State street, Joseph W. Levy, D. N. Elwell, C. B. Smith of 920 Drexel Building and M. C. Vanaman of 28 South Fifth street.

A vote of thanks to the Tuck Cigar Co., Otto Eisenlohr & Bros., Gumpert Brothers, J. W. Wartman & Son of 242 North Third street, Vetterlein Brothers, T. H. Hart & Co., the United States Tobacco Co. and the Universal Tobacco Co., was passed, they having contributed cigars, cigarettes and smoking tobacco for the "Smoker" which was a feature of the entertainment.

Resolutions as follows, introduced by President Tuck, were adopted:

"Whereas It is the belief of the members of the Retail Cigar and Tobacco Dealers' Association of Philadelphia that the side-tracking of trains in West Philadelphia will work to the disadvantage of our business through the disinclination of those in control of conventions to hold conventions here, they knowing of the inconveniences to which the side-track order will put them, therefore be it

"Resolved That we heartily commend the action of other trade bodies of Philadelphia in demanding that the Pennsylvania R. R. Co. shall convey to and from Broad Street Station all passengers now so unceremoniously left at West Philadelphia.

"Resolved, That this demand being a just one, refusal of which will work to the detriment of the city's interest, and one which can without expense to the railroad be granted, we will patronize other roads as much as possible until recognition is given the rights of Philadelphia business men represented by and through the combined associations."

The question of whether monthly

meetings of the association should be held was brought up, and President Tuck announced that under the by-laws a vote on the question could not be taken before the next meeting.

Adjournment was then voted, and President Tuck surrendered the Chair to J. Harvey McHenry who, with David A. Schaible, had made arrangements for the entertainment and smoke.

All present were invited to the basement of the building—down where the Wurzburger flowed—and where there were other refreshments. Ten or fifteen minutes later all were back in the hall, and cigars, pipes, cigarettes and tobacco having been distributed, the entertainment began. The three young women and a comedian who had been engaged through the Liebig Entertainment Bureau, were warmly received and repeatedly encored, as were the illustrated songs and, in addition, a musical feature introduced by Major Bennett, a member of the Chicago Retailers' Association, and who was recognized by many as the stilt-walker who won the City's first prize in the New Year's Day parade. In the choruses of nearly all the songs the audience joined heartily and the satisfaction with the entertainment afforded was shown by the fact that well after midnight there were practically as many present as at any previous hour.

CESSATION OF PROSECUTIONS.

It really begins to look as if the arrests for Sunday cigar selling were at an end—for a while at least. Last week and the week before Magistrate South heard a few

cases, but these were only cases carried forward from preceding weeks. He has issued no warrants or summonses for any alleged Sunday-law violations of date since the opening of the New Year, nor has any other Magistrate with one exception, that exception being Magistrate Smith who, however, has entertained such complaints only against dealers in dry goods, shoes, groceries, etc., no cigar dealers being among the accused. One of the agents of the Sabbath Association, Charles Parnell, colored, was found guilty of perjury last week by a jury before Magistrate Ladner for testimony given in a case against Emil J. Suchnel. A motion for a new trial was made and bail for Parnell was given by Rev. T. T. Muchler. The charge of perjury preferred against Parnell by Peter Tunis of Eighth and Bainbridge streets was withdrawn.

FINANCIALLY SHORT.

The Central Business Men's Association, which was started with the intention of—for fifty cents a month—insuring its members against fines for Sunday selling has for several months been hard-pressed to meet its obligations. The dues have been gradually increased from fifty cents to a dollar and a half a month; and not only this, but some of the more prosperous members have been called upon for additional payments. One member, whose dues had been fully paid, and against whom two fines had been recorded recently was asked to pay—and did pay—the amounts of those two fines, the understanding being that the \$13 should be credited as dues paid in advance. Fortunately, there has been a cessation of the arrests for Sunday selling, and the Association's finances are now having a chance to recuperate.

SUICIDE-STORY DOUBTED.

Although press dispatches from Montreal announced that L. H. Kaufman committed suicide at the Windsor Hotel there January 20, the belief at the office of the Loeb-Swartz Co., by which he was employed as a leaf salesman, is that death was due to natural causes. He was found dead in bed and as a towel was found twisted about his neck the inference was that he had strangled himself. For a long time, however, he had been a sufferer from pleurisy and had

often told his friends that to relieve himself from pain he was in the habit of wetting a towel and putting it around his neck. At the same time the telegram announcing his death was received by the Loeb-Schwartz Company a letter from him, written January 19, was also received. This letter contained absolutely nothing which could indicate an intention of suicide. Mr. Kaufman was last in Philadelphia on January 9. He has two sisters in Albany, N. Y., and was buried there, the funeral being in charge of the Masonic lodge to which he belonged.

KEEPING TOBACCO MOIST.

Retailers who sell plug tobacco have discovered that the original packages ruling which went into effect several weeks ago involves new expense to them besides the additional expense of carrying much larger stocks than were necessary formerly. In some instances, a dealer now has to have in stock some pounds of certain brands of which formerly he bought only a pound or so at a time. The total increase in the average stock of plug tobacco is considerable and, as sales are no greater than formerly, considerable trouble is experienced through drying-out. The only remedy is to keep moist the air in the receptacle in which the tobacco is kept. Wet sponges serve the purpose to some extent, but as moisture has a downward instead of an upward tendency they cannot be conveniently

placed in most receptacles of plug tobacco. As a result of these conditions, the manufacturers of small humidors, such as are used in show cases, are doing an increased business.

MOSTLY PERSONAL.

Fourteen bales of Sumatra tobacco arrived at the port of Philadelphia direct from Rotterdam on the steamer Massapequa for the Loeb-Schwartz Tobacco Co., last week.

Harry W. Bremer, of Lewis Bremer's Sons, has received numerous congratulations on his election as a director of the Trades League of Philadelphia.

John N. Kolb, of the Theobald & Oppenheimer Co., is accompanying Mr. Marshall, who covers the South for that company, on a three weeks business trip.

Max Bamberger, of L. Bamberger & Co., has recovered from his recent illness.

Maurice D. Neumann & Co., Roig & Langsdorf, Joseph Holland, A. S. Valentine and other Philadelphia concerns which had paid for tobacco in the possession of Suter Brothers at the time of the failure, have been assured by Frank Pulver that the tobacco will eventually be delivered to them.

The six-cent cigar which Gumpert Brothers recently placed on the market will be known as the La Palida Invincible, instead of the Boronessa Invincible, as at first intended.

The old reliable concern of Morris K. Langsdorf, trading as Jacob Langsdorf's Sons, has an abundance of regular standing orders—for 1904—from leading cigar jobbers as far west as the Pacific Coast. The concern has done much in bringing

the cigar industry of Philadelphia to the front, and Philadelphia is to be congratulated on having such an enterprising man as Mr. Langsdorf, who loves his city's reputation as well as he does his business.

George H. Valentine, of A. S. Valentine & Son, 116-118 North Seventh street, is again at his Philadelphia office, after being confined to the house for six weeks. He reports that business is starting up in great shape. Mr. R. F. Peyton, Jr., from Chicago, the firm's western representative is a visitor at factory headquarters. By all indications he must have come with a nice bunch of orders, as everybody seems to be hustling in getting out goods. This firm predicts 1904 to eclipse last year's business, although that was a record breaker.

The Hurdle, a five-cent cigar manufactured by the Havencia Cigar Co., of Philadelphia, is now handled at the distributing bureau of the New York Retail Cigar and Tobacco Dealers' Association.

Ninety-nine bales of Havana tobacco arrived in New York Tuesday on the steamer Mexico, for Otto Eisenlohr & Brothers of this city.

H. D. Narrigan, the North Sixth street jobber, has been suffering severely the past week with the grip. He is now able to be out, but is far from being fully recovered.

John Dingwall, steward of the steamship Massapequa, from Rotterdam, was held in \$500 bail for court by United States Commissioner Bell Monday on a charge of having smuggled cigars. An effort was made to prove that the cigars were smuggled under agreement with

Morris Hurley, a cigar dealer of 2823 Richmond street, but it proved a failure.

G. H. Boesch has begun business as a leaf dealer at 310 North Third street.

Recent trade visitors in town were A. D. Killheffer, of Millersville, Pa., and R. H. Cuthbert, of the Matthews Cigar Co., of Baltimore.

PHILADELPHIA LEAF MARKET

Trade has been generally satisfactory the past week, but no large sales are reported. The general indications are encouraging.

EXPORTS:

Liverpool.—50 cases plug tobacco.
Antwerp.—57 tons tobacco.

MORE NEW YORK NOTES.

Thomas H. Gato, who is seriously ill at Poughkeepsie, is a son of E. H. Gato.

Barney Krausman, is on a Cuban buying trip for Havemeyer & Vigelius.

The stock and equipment of the John P. Altgeld Co. in the Murphy Power building has been transferred to the Congress Cigar Co.

Damage to the extent of \$1,000 resulted in R. Fabisch's cigar store at 205 Bowery in consequence of the fire in the People's Theatre.

The new quarters of Schmidt & Co., cigar label lithographers, are at 37-39 East 21st street, the firm having moved from New Chambers and William streets.

Five men, who made the nearest estimates in a guessing contest recently held by Frederick Frisch of No. 13 Park Row, are entitled to one ten-cent cigar or two five cent cigars daily for the next year.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF

AND
WHOLESALE DEALER IN Leaf Tobacco

59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.

Packers and
Dealers in **LEAF TOBACCO**

145 North Market Street,
Lancaster, Pa.

JACOB MAYER,

Packer and
Dealer in **Leaf Tobacco**
Lancaster, Pa.

H. H. MILLER,

LEAF TOBACCOS

Light Conn. Wrappers and Seconds

SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

201 and 203 North Duke Street,
LANCASTER, PA.



Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.

B. F. GOOD & CO.

PACKERS
AND
DEALERS IN **Leaf Tobaccos**

145 North Market Street
LANCASTER, PA.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

THE TOBACCO WORLD

FARMERS HOLDING CROPS.

What the Burley Tobacco Growers' Association Has Accomplished.

Cincinnati, O., January 23.—The Burley Tobacco Growers' Association controls the new 1903 crop. This is now conceded by leading authorities here and elsewhere. The slow movement of the new crop in recent months was attributed mainly to the freezing weather, and that the alliance had anything to do with it was generally discredited.

In the past few weeks, however, signs have plainly indicated that the alliance is the absolute master of the situation. Tiger-like it is rushing ferociously through the Burley belt and pouncing upon the planters to do its bidding. Whether it's fear or cheerful acquiescence, the fact remains that farmers are loyal to their organization. Many who had been on the fence are now its most enthusiastic members.

The new agreement recently sent out by President Hawkins is being signed rapidly. This contract, binding on both parties, allows the association to take this new tobacco any time during 1904. This virtually ties up the crop, or at least 85 per cent. of it, for several months.

What effect will this manipulation have on the warehouse interests in Cincinnati and Louisville? That is the question agitating the local dealers and the trade at large. So far as the local warehousemen are concerned, the future looks bright. Although disappointed at the small volume of business in the market at this time, it is thought this will be counteracted later in the season. One warehouseman says he is glad farmers are withholding their new crop, and he hopes they will redy it, as was done in the '90s. This same authority thinks that there will be a glut of tobacco on the breaks during the summer months never before seen in this market.

The Continental is looking on with complacency. Several attempts to "corner" it have proven miserable failures, and brought only ridicule and derision on the promoters. It requires too many millions to successfully carry out such a gigantic transaction, and Eastern plungers turn on the riot alarm when Western schemers call on them with a proposition to manipulate the Burley crop.

The latest coup of Hawkins and his crowd is making the trust sad, also, decidedly bearish on the breaks, and incidentally disgusting to the dealers who are offering new tobacco. The Continental would be the one most vitally affected, and since it is not showing any worry or fever, this is taken to mean that the trust does not take the association seriously.

"The Continental was quite bearish on the new tobacco last week," said President Howard Gale, of the Cincinnati Tobacco Warehouse Company. "So were the other manufacturers for that matter. Old crop tobacco is doing very well, but it is evident that manufacturers are not willing to pay high prices for the new crop."

Said Charles E. Tabb, of the Bodmann

House: "The Continental told us right in the start that it would not pay high prices for the new tobacco. It is waste of time to preach conservatism to dealers, and I think it unwise for them to go in on this crop at high prices."

"The present level of prices on the new crop," remarked Colonel Luther Kirkpatrick, of the Farmers' and Shippers' House, "is good or bad. It all depends upon what the purchase cost the dealer."

John A. Downard, broker and large land owner in Kentucky, has the "association itch" very badly. Most of his tenants are allied with the organization, and Mr. Downard has no objections. "It's difficult to get a planter to sell his crop outside of the association," said he. "I've tried it, but they swear by the alliance. Looks to me like the association has tied this tobacco up in sailor knots, and I have made up my mind that the new crop will be marketed in redried order, and will commence to move in this condition along in May."

The country newspapers are boosting the farmers' movement in great shape. They treat it as a family affair, and resent ridicule of the alliance. From rural papers at hand it is evident the Continental is their target, and columns are devoted every week to lambasting the trust and charging it with every crime under the sun.

OPPOSITION TO TAXATION.

Kentucky's Legislature Accused of Driving Out Tobacco Manufacturers.

Louisville, Ky., Jan. 25.—There is a movement by the tobacco manufacturers of Kentucky for decreased taxation, claiming that they, as well as the tobacco growers, suffer from overtaxation, and that moreover the injury to manufacturers is necessarily shared by the farmers.

Two years ago the Legislature inserted a clause in the Revenue Bill, placing a special tax on tobacco manufacturers in this State. This tax was on the basis of \$1 for each \$1000 worth of tobacco manufactured up to \$100,000, and fifty cents per thousand excess above \$100,000. This special tax is in addition to regular taxes that the tobacco manufacturers already pay on their real estate and personality, and to the other special taxes to which the tobacco trade is subject.

The manufacturers object to this special State tax as onerous, insisting that it places additional taxes on an industry which is already sufficiently taxed. They object to it, again, because it requires each tobacco manufacturer who produces the manufactured article in this State to file with the Auditor a monthly report of his output, in this way giving information about the business to his competitors.

Another objection to the law is that it is not equitable, as it places a greater proportionate burden on the smaller manufacturer than on the large manufacturer. The smaller manufacturer who produces less than \$100,000 worth of tobacco pays this tax at the rate of \$1 per thousand, whereas the larger tobacco manufacturer, who produces to-

bacco at the rate of say \$500,000, pays at the rate of \$1 per thousand on the first \$100,000, and only fifty cents per thousand on excess over the first \$100,000.

The State of Kentucky is the largest producing tobacco State, and it is to its interest that as large a proportion of this tobacco be manufactured within its borders as possible. The producers of leaf tobacco in this State complain from time to time that they do not get sufficient pay for their raw leaf. But this condition of affairs is not improved by driving manufacturers out of the State by imposing unnecessary and burdensome taxes on tobacco manufacturers, which taxes are not laid in other States. Kentucky would be greatly benefited from every standpoint by manufacturing a greater proportion of the tobacco which it grows.

As it is, there is manufactured in the single city of St. Louis more than two and one-half times as much tobacco as is manufactured in the entire State of Kentucky; while the manufacture of tobacco in North Carolina exceeds the manufacture of tobacco in Kentucky by fully 50 per cent., although North Carolina as a tobacco producing State does not compare with Kentucky.

HALF A HUNDRED SPITTOONS.

War Declared Against Tobacco Chewing in a Court House.

Minneapolis, Minn., Jan. 23.—A non-tobacco spitting crusade has been commenced at the Court House, and it is very probable that the attorneys who are slaves to the Virginia weed slabs of licorice and tobacco will have to forego their pleasure until they get outside of the Court House.

Of late the general use of chewing tobacco has become almost unbearable in places, and Treasurer D. C. Bell was the first one to take action in the matter. He ordered all the cuspidors out of his office and since that time the place has been cleanly and pleasant. Those of his clerks who chew either have to forego spitting or wait until the noon hour.

And now the reform has struck the Court rooms, and they are soon to be swept clean of the huge leather cuspidors with their reeking centres and cud covered sides. Judge Cray's room was the first to have the legal spittoon taken out. Others it is said are to follow, upon a general design, to have the Courts of Hennepin county more dignified.

It is no uncommon thing to see forty-six spittoons going at the same time in the Courts. There are from seven to nine in one room, and jury, clerks, bailiffs and attorneys, as well as spectators, are all chewing, and of late even the witness has to have his cuspidor and roll his tongue and expectorate before he answers the question. In cases in the Divorce Court, where refined women have been on the witness stand, only five feet away is a huge cuspidor, into which two attorneys, one on each side of the table, are firing after every question huge squirts of brown juice that spatter on the rubber floor shield.

The slogan is, the cuspidor will have to go.

GUILTY OF EMBEZZLEMENT.

In Pittsburg last week before Judge John M. Kennedy Charles Dugan pleaded guilty to the embezzlement of about \$400 worth of goods from the United Cigar Stores Company. He was not sentenced. Gabriel A. Jacobs, in behalf of the cigar company, prosecuted Dugan, claiming that on and before November 20, 1903, Dugan had appropriated for his own use tobacco, coupons, cutlery and other goods, while working at the store at Fifth avenue and Smithfield street, Pittsburg.

THE POISON IN TOBACCO SMOKE.

Tobacco smoke is a very complex body, and there is considerable doubt as to what its mildly poisonous qualities are due. Nicotine is, of course, a powerful poison, one of the most powerful, in fact, but there is very little of it in tobacco, and what there is, occurring as an unstable organic salt, probably splits up on combustion into several other bodies. Some investigators deny that there is any nicotine whatever in tobacco smoke.

The Lancet suggests that carbon monoxide (the dangerous constituent of water gas), which occurs in relatively large quantities in tobacco smoke, may be chiefly responsible for the symptoms produced by excessive tobacco smoking—dizziness, stupor, tremor, palpitation of the heart, feeble pulse, etc. One ounce of tobacco gives one-fifth of a pint of pure monoxide gas. This, in the case of cigarette smoke, which is inhaled, is brought directly in contact with the blood.

To illustrate the effect of tobacco smoke on the blood, the following experiment was made: Two or three mouthfuls of smoke from a cigarette were shaken up with a few drops of blood. The latter immediately assumed the pink color of blood containing carbon monoxide, and examination with the spectroscope confirmed the presence of this gas. Smoke from a pipe and cigar gave even more pronounced results. It would seem from this that the peculiar danger from cigarettes lies in the fact that the smoke is usually inhaled, and thus brought into direct contact with the blood, which immediately takes up the extremely poisonous carbon monoxide.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)


FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Section Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGART MACHINE CO., York, Pa. 12-23-1f

WILL LEASE—Very desirable new building in Norristown, Pa., suitable for a cigar factory; 25,000 to 30,000 square feet of floor space; low rent for long term; worth investigation. 1-20-1f H. E. ELSTON, Owner.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York


THE TOBACCO WORLD

23



AMERICAN EMPIRE

10 CENT



EL VOLCANO

5 CENT

Rather Dull in Reading.

Prospects, However, That Trade Activity Will Soon Be Revived.

Reading, Pa., Jan. 26, 1904.

The cigar manufacturers of this city are moving along quietly and with only a few is there any particular activity. The larger factories are working steadily yet there appears to be an abundance of hands to be gotten at present indicating that in general it is rather dull. Little apprehension is felt, however, because the city has many factories having an old and well established trade, and it is believed there will soon be a vast improvement experienced.

Yocum Bros. recently placed upon the market a new brand of cigars called Marcus, which has been a success and is now growing in sales at a rapid rate.

Trade with the retailers has shown some improvement of late, and in due course will, of course, also redound to the benefit of the manufacturers.

The box industry is quiet, showing almost conclusively that the cigar trade has not yet commenced in real earnest for this year.

Jas. G. Ruth, of Mohnsville, whose business had been closed down for some time, has resumed operations in a new building.

Leat in Lancaster.

The 1903 Crop Not Wholly Satisfactory Owing to Paleness in Color.

Lancaster, Pa., Jan. 27, 1904.

The usual January dullness prevails in the local market. It is now not expected that there will be any material change until after the first of next month. The trade, however, is still rather confident of a fair year's business despite the fact that it is a presidential year.

The 1903 crop has not yet attracted very much attention, and by some it is regarded as not the most desirable to have, as later developments appear to

show a considerable amount of pale brown leaf—in fact more than for many years past.

Morris Levy last week bought for a New York firm 416 cases from the Hoffman Leaf Tobacco Co., of Marietta. There was also some little buying of the 1903 goods during the past week at 8 and 2c which has been the prevailing price. Some growers undertook to strip some tobacco during the several damp days of last week, but it was not found so satisfactory as expected.

There is no perceptible change in the conditions among manufacturers, but all report that there is not yet much life in the trade, except a few of the larger ones who are now beginning to receive some orders from salesmen who are again in the field.

J. E. Sherts, of J. E. Sherts & Co., has returned from a week's trip through Eastern Pennsylvania and reports a fair business.

A. D. Killheffer, proprietor of the Eureka Cigar Factory at Millersville, has gone on a business trip to Philadelphia and New York. Mr. K's business in Philadelphia is growing quite rapidly, and in New York the goods seem to be growing in favor wherever they have been introduced. At present he is in negotiation with one of the largest distributing houses in Gotham, and feels hopeful of opening a very desirable account. In Philadelphia the Patrick Gordon and May Prize are the leading sellers.

Trade-Mark Register.

MAJORITY. 14,318

For cigarettes. Registered January 21, 1904, at 9 a. m., by H. M. Fleet, Philadelphia, Pa.

TRAVELERS TIP. 14,319

For cigars. Registered January 22, 1904, at 9 a. m., by Wallick & Gohn, York, Pa.

TOBACCO GARIBALDI. 14,320

For tobacco. Registered January 25,

1904, at 9 a. m., by The Italian National Cigar & Tobacco Co., Pittsburgh, Pa.

DON FACUNDO. 14,321

For cigars. Registered January 25, 1904, at 12 m., by F. L. Dominguez, Jr., Philadelphia, Pa.

LIMONERO. 14,322

For cigars. Registered January 25, 1904, at 12 m., by F. L. Dominguez, Jr., Philadelphia, Pa.

REMROF. 14,323

For cigars, cigarettes, cheroots, stogies and tobacco. Registered January 25, 1904, at 5 p. m., by C. K. Hengst & Co., Lancaster, Pa.

FORECASTER. 14,324

For cigars. Registered January 25, 1904, at 5 p. m., by A. D. Killheffer, Millersville, Pa.

AMERICAN ART. 14,325

For cigars. Registered January 25, 1904, at 5 p. m., by A. D. Killheffer, Millersville, Pa.

REXMOND. 14,326

For cigars. Registered January 25, 1904, at 5 p. m., by A. D. Killheffer, Millersville, Pa.

JOLLY TEN. 14,327

For cigars. Registered January 26, 1904, at 9 a. m., by Lewis Tisch, Wilkes Barre, Pa.

REJECTIONS.

Golden Russet, Flor de Lino, It, Caramelo, Knox All.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Victor Prize, Colonel Voute, El Cavador, Hudson Eagle, Frank Hanley, The Gambol, Claritta, Flor de Gerome, Mohawk Valley, Four Monks, The Transit Mixture, Halali, The Sage of Princeton, 10-40, Elk's Rest, Demir Kapou, Ockshil, Get Wise, Credit Man, Heana-Wrap, Her, Right Man Cigar, Havana Ribs, Key Route, Dreamworld, Olivina, Majestic Sweepers, Cuban Annex, Cuba Annex, Xubannex, La Flavoretta, Unther, La Flavorosa, Open Letter, Nutriola, Red Ball, Sir Roland, Perladona, Moon Face, Ottoman Tobacco & Cigarette Co., Ruffhouse, The Mutmonah, Redonay Ca, La Artemo, Javotte, Tug Boat, El Corazon de Cuba, Edwin Grasse, La Arteria de Cuba, Drexto, El Adjuto, Robert Hunter, Don Basilio, La Tamborella, King Tiger, La Fivovia, Evora, El Celebro de Cuba, El Talento de Cuba, El Susesto de Cuba, El Socorro de Cuba, El Guion de Cuba, El Recurso de Cuba, El Arbitrio de Cuba, El Medio de Cuba, La Manda de Cuba, El Legado de Cuba, La Prida, Localidad, El Harto, El Gente, Expedito, El Amuso, El Convenio, Sassy Sue, Diamond Scrap, Egyptian Moon.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla. Office, 222 Pearl St. NEW YORK.



UNITED CIGAR Manufacturers

BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

GEO. SCHLEGEL MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
 AND TRIMMINGS.
 138 & 140 CENTRE ST.
 NEW YORK.
 Philadelphia Office, 573 Bourse Bldg.
 H. S. SPRINGER, Mgr.
 Chicago, 56 Fifth Avenue,
 E. E. THATCHER, Mgr.
 San Francisco, 320 Sansome Street,
 L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
 Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
 Factory Representative for Penna.
 1153 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida SUMATRA Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
 we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
 JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
 Formerly with F. C. Linde, Hamilton & Co.
 C. E. HAMILTON.

C. C. HAMILTON & CO.
 Tobacco Inspectors, Warehousemen & Weighers
 Sampling in All Sections of the Country Receives Prompt Attention.
 Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High
 84-85 South St., New York

First-Class Free Storage Warehouses:
 209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
 Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.
 Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
 Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard I.
 Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
 Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Law Violation in York.

How Business is Transacted by Farmer Cigar Manufacturers.

York, Pa., Jan. 26, 1904.

If one were to judge the cigar trade of this county by the large number of new factories which are being constantly opened, it would apparently indicate a most wonderful increase in output, but such is really not the case. A majority of the newly opened factories never grow to very large proportions, but seem to be content to work along with possibly a few hands and sometimes with only one or two. It is a well known fact that during the winter months many farmers take out a license for the manufacture of cigars and thus afford some kind of employment for themselves and possibly some members of their families. With the advent of the season when outdoor work begins the workshop is abandoned and remains inoperative. It is on this account, that, particularly in this county, there are a large number of registered cigar manufacturers, but hundreds of factory numbers are practically obsolete, because no work is done in them except possibly during a few winter months. It is also a practice among these farmer-manufacturers to sell their cigars right off the bench, and at prices as low as 25 cents per hundred. This is not wholly in keeping with the spirit of the law; yet it is done. Stamps and boxes are supplied by a purchaser when the goods are packed and ready for shipment. A much more flagrant violation of the law lies in the fact that cigars "sold on the bench" have been removed from the place of manufacture to another, to be packed and stamped. Whenever this is done it is done very quietly, and it is owing solely to the vigilance of the Revenue officials that the practice has been reduced to, at most, a minimum, if not almost completely obliterated.

The 1903 crop of tobacco in this county has so far attracted but little attention. Buyers are evidently determined to await the stripping season before commencing operations, and as there has been little or no good weather for taking down tobacco, it is quite likely that the buying season will be delayed for some time yet. W. W. Kohlberg, of Kohlberg Bros. & Ruthenburg, leaf dealers of New York, has been spending some time in this section in company with Jake Kline, their local representative. The firm has a warehouse in this city.

WHY PRICES ARE LOW.

Over-Production for Several Years Results in Little Demand for the 1903 Crop.

Louisville, Ky., Jan. 25.—The result

of the tobacco trust's control of the tobacco situation in Kentucky is illustrated by the determination of 80 per cent. of the tobacco growers of Webster county to plant no tobacco in 1904. An agreement to that effect was signed at Dixon last week, made effective on condition that 75 per cent. of growers of the dark crop ratify it. It is not plain whether the condition applies to growers of the whole crop or merely to those in Webster county. It covers the production of "dark" or Green River tobacco, which finds its market mostly abroad.

Buyers of the trust have started out to purchase the coming crop at \$5 per hundred for good and \$1.50 for lugs. It is admitted by growers that at \$6 and \$2 respectively, there is a bare living profit is raising the crop, but they claim that the new price shuts off any inducement to produce the weed. The trust people point out on the other hand that the foreign stocks are supplied two or three years in advance of the demand, and that therefore the overproduction has made the price for the next crop according to the well known law of supply and demand.

The dark crop of 1903 was unusually fine in quality and quantity and yet there was some disappointment in the price it brought. None of this applies to the burley crop, which is annually finding a larger market. It seems quite certain that for 1904 there will be no money in dark tobacco and if Western Kentucky farmers can put their ground to other uses the change will be profitable in the future. It will permit the consumption of the excess stocks on hand, it will rest the ground and above all it will give the farmers an opportunity to experiment in the rotation of crops by which the production of tobacco at good prices can be regulated.

The only chance for the farmers is to organize as the purchaser organizes and to control the production so that the price will always be sufficient. The bills to take the manufacturing tax off tobacco put up by the growers are at best mere makeshifts of relief and will not be productive of material benefit to prices. Besides, there is little prospect that any of these bills will pass. The tobacco area affected is mostly confined to Kentucky, Virginia, Missouri and Tennessee, and it seems Quixotic to expect the rest of the country to take an interest in the measures. The movement to limit the dark crop in Kentucky will be watched with interest.



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
 100,000
 to
 125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory



J. F. SECHRIST,

Proprietor,

HOLTZ, PA.

Makers of **High-Grade Domestic Cigars**

Leaders: YORK NICK,
 BOSTON BEAUTIES,
 OAK MOUNTAIN,
 PORTO RICO WAVE.

Capacity, 25,000 per day.

Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
 HELLAM, PA.

Manufacturer of Fine
 Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

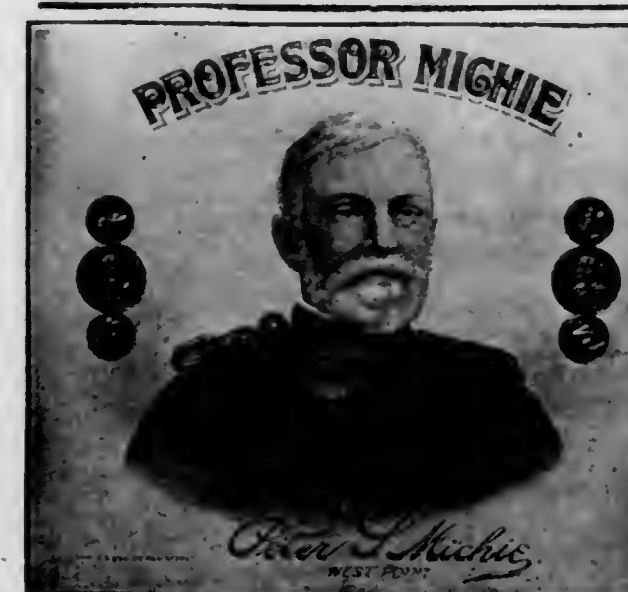
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: ALEX. WILSON,
 PROFESSOR MICHIE
 UNION CHIMES
 MINERS' VICTORY
 LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
 SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

"ENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,

MANUFACTURERS

High Grade Cigars.



DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
 Medium
 Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOUS is Our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS, Packers and Dealers in Leaf Tobacco

Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE, Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales
Phon. York, No. 130. Bell, No. 1873. **12 S. George St., YORK, PA.**

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue, YORK, PA.
FINE SUMATRAS a specialty.

CHAS. TOLE & CO. Packers of Leaf Tobacco

James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

J. W. BRENNEMANN,

Packer of and Dealer in

Leaf Tobacco

MAIN OFFICE,
Millersville, Pa.

United 'Phon. York, No. 931 A, Millersville.
No. 1803, Lancaster.

Lancaster Office, 110-112 W. WALNUT STREET

PORT OF NEW YORK. IMPORTS

Arrivals at the port of New York from foreign points during the week ending January 23, 1904.

Antwerp.—R. F. Downing & Co., 11 cases cigarette paper; C. C. Ryder & Co., 20 do.

Cienfuegos.—I. Kaffenburgh & Son, 24 bales tobacco; James E. Ward & Co., 10 do.

Manzanillo.—James E. Ward & Co., 44 bales tobacco.

Hamburg.—American Tobacco Co., 1,295 bales tobacco.

San Juan.—American Tobacco Co., 134 cases cigars; American West Indies Trading Co., 24 cases cigars; DeFord & Co., 4 cases cigars; R. Fabien & Co., 1 case cigars; A. S. Lascelles & Co., 1 case cigars; Victor Malga & Co., 8 cases cigars; R. A. Manrique, Sola & Co., 3 cases cigars; Rojas, Perez & Co., 5 cases cigars; Matteo Rucabado, 4 cases cigars; West Indies Cigar Co., 5 cases cigars; Pitt & Scott, 1 package cigarettes; L. W. & P. Armstrong, 1 box cigarettes; American Cigar Co., 50 bales cuttings; Levi Blumensteil & Co., 25 bales tobacco; Durlach Bros., 11 bales tobacco, 6 cases cigars.

Havana.—J. E. Ward & Co., 20 cases cigarettes, 115 trunks do., 4 cases cigarette paper, 5 cases cigars; Gillespie Bros. & Co., 15 barrels cigarettes.

Bremen.—E. Rosenwald & Bro., 13 bales tobacco, 1 case do.

Liverpool.—C. N. Poulider, 15 cases tobacco; James A. Conyers, 6 cases tobacco and cigars; J. C. Druckleib, 5 cases cigarette paper.

Smyrna.—C. N. Ponieder, 11 boxes tobacco.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Jan. 21.

(653 bales.)
American Cigar Co. 500 bales
Company's General Agent 88 "
H. Duys & Co. 43 "
Leonard Friedman & Co. 11 "
J. Hirsch & Son 5 "
A. Ballard 2 "
Pim, Forwood & Kellock 2 "
Order 2 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Jan. 19:

(2,255 bales; 2 cs.; 179 pkgs.; 23 bbls.)
James E. Ward & Co. 589 bales
A. Murphy & Co. 340 "
F. Miranda & Co. 192 "
Leonard Friedman & Co. 163 "
Neussbaum & Baum 118 "
Lewis Sylvester & Sons 118 "
Weil & Co. 112 "
Mendelsohn, Booneman & Co. 80 "
S. Rossin & Son 75 "
I. Bijur & Son 70 "
C. H. Wyman & Co. 50 "
Emmanuel Hoffman & Son 48 "
W. Glacum & Sons 47 "
J. Bernheim & Son 45 "
L. Goldsmith & Co. 36 "
J. Solomon & Bro. 30 "
Hinsdale Smith & Co. 30 "
American Cigar Co. 30 "
Order 15 "
Starlight Brothers 15 "
George V. Watson & Co. 15 "
F. B. Fonseca & Co. 10 "
B. Rosenbluth 10 "
E. Pascual & Co. 10 "
S. A. Goldberg & Sons 6 "

Phones: Keystone, 65-64 A Main
Bell, 62-39A

M. Kaufman & Co. Manufacturers of Union Made Turkish Cigarettes

504 S. Fifth St., Phila.
Special Brands:

MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"ehico"
KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST, Dallastown, Pa.

Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ Manufacturer of High Grade EGYPTIAN CIGARETTES

74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS

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BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTA
WINDSOR, CONN.

Brands:

**CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES**

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

**Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE**

JOHN SLATER & CO.
Lancaster, Pa.

Joaquin Faya 6 bales
S. Rupp 5 "
James E. Ward & Co. 2 cases
American Cigar Co. 152 pkgs.
S. A. Goldberg & Sons 16 "
Simon Batt & Co. 11 "
F. B. Fonseca 9 bbls.
Montenavine & Co. 7 "
Hinsdale Smith & Co. 5 "
Mendelsohn, Booneman & Co. 2 "

Str. Vigilancia, arrived Jan. 23:
(649 bales; 55 bbls.)

J. Bernheim & Son 319 bales
James E. Ward & Co. 212 "
Leonard Friedman & Co. 70 "
Rothschild & Bro. 15 "
R. A. Jenkins & Co. 13 "
Mendelsohn, Booneman & Co. 10 "
N. Lobenstein 10 "
James E. Ward & Co. 55 bbls.

HAVANA CIGARS.

Str. Morro Castle, arrived Jan. 20:
(593 cases)

James E. Ward & Co. 354 cases
Havana Tobacco Co. 146 "
Park & Tilford 26 "
G. S. Nicholas 22 "
Waldorf Astoria Segar Co. 9 "
National Cuba Co. 7 "
F. B. Fonseca 6 "
C. D. Stone & Co. 5 "
Calisto Lopez & Co. 5 "
G. W. Sheldon & Co. 4 "
Acker, Merrill & Condit 4 "
Trinidad T. & S. Co. 2 "
C. H. Wyman & Co. 2 "
J. W. Hampton, Jr., & Co. 1 case

LEAF TOBACCO MARKETS

EDGERTON, WIS.
The buying of last season's tobacco crop has been going on quite extensively and in some localities has reached the activity of former years. The buyers for the American Cigar Co. are out in nearly every growing section and are particularly busy in the northern Dane county section, in the town of Center, and in Vernon county where their sales foot up to a good many hundred acres. The Rosenwald firm, under the direction of O. K. Roe, are also active buyers. So far local firms, except in Vernon county, have not figured much in the deal. Prices are considered moderate, as the sales coming to notice will show.

Old goods are moving only sparingly from parkers' hands. L. B. Carle reports the purchase of roocs of '01 of the Merrill packing and the sale of 200cs of low grades. Geo. Rumrill has disposed of a car load of '02 goods during the week.

Milder weather has prevailed during the week, but not sufficient to bring the much desired casing weather as yet, though conditions are more favorable. Shipments, 10, 33 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.
There were no receipts this week, nor any public offerings on the breaks, but 351 hdds. were sold privately. There is no material change in prices. The stock of old tobacco is gradually and steadily melting away.

We are now having a good handling season, and if the weather should not soon turn cold again, there will be full sales at the loose tobacco warehouses a week or two later on.

QUOTATIONS:

Low Lugs \$3.50 to \$4.00
Common Lugs 4.00 to 4.50
Medium Lugs 4.50 to 5.00
Good Lugs 5.25 to 5.75
Low Leaf 4.75 to 5.25
Common Leaf 5.50 to 6.25
Medium Leaf 6.50 to 7.50
Good Leaf 7.50 to 8.50

HOPKINSVILLE, KY.

M. D. Boales.
There is more inquiry for old stock, with more sales, and the tone of the market is steady to firm.

QUOTATIONS

Leaf—Short 18 to 20 in.: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6½ to 7c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

There is small movement in the new crop; no general handling season, and prices so low that planters are not disposed to press matters. Some sales were made at 5¼ to 6½c, crops round. The planters are organizing in sections, and resolving not to plant until prices are better. Labor seeking other places, and the buyers pressing low prices on planters is causing many of them to abandon tobacco growing. Very little plant land has been made, and a disposition prevails not to prepare it. A district meeting has been called for the 26th inst., at Guthrie, to take action and apply to Congress to repeal the tax on leaf tobacco and allow planters to sell it to any and all in its natural condition.

Receipts for the week, 3 hdds.; for the year, 10 hdds. Sales for the week, 44 hdds.; for the year, 111 hdds.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, **Barnesville, Ohio,**

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB EUREKA PRIVATE STOCK
RUSTIC TRIUMPH
BLUE POINTS OLD JUDGE
CRYSTAL CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

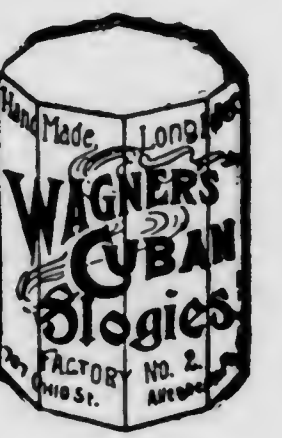
SOMETHING NEW AND GOOD WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

factory No. 2. 707 Ohio St., Allegheny, Pa.



T. L. ADAIR, Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want

at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples **AKRON, PA.** Correspondence Solicited

E. E. Weaver Manufacturer of Fine Cigars TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.



10c.
A Perfect
Cigar.

5c.
A Delicious
Smoke.
Strictly
Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

RALPH STAUFFER,
MANUFACTURER OF
UNION-MADE CIGARS
High and Medium
Grades of
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED.
AKRON, PA.

CIGAR BOXES
PRINTERS OF
ARTISTIC
CIGAR
LABELS
CIGAR RIBBONS
REGISTER YOUR
CIGAR & TOBACCO BRANDS
WITH
THE TOBACCO WORLD

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Manufacturers—
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LAWRENCE ST.
PHILADELPHIA
SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CONNECTICUT VALLEY.
Our correspondents write:
East Whately, Mass.: "William H. Adkins has sold his crop of 1903 in the bundle, 2 acres, at 15c, to Carl, of Hatfield. Dennis Hays sold his crop in the bundle, presumably to Swift's Company. William Ryan has sold his crop in the bundle, 10 acres, at 12 3/4c. Many are assorting their own crops. There are a number of buyers around, but they offer too low prices. L. A. Crafts has sold his crop of 16 acres at 18c, assorted. E. Grover sold his crop of 3 acres, in the bundle, at private terms."
North Hatfield, Mass.: "The tobacco situation remains about the same as at last report, a good many of the farmers having more or less on the poles. Chas. W. Marsh commenced assorting his own crop the past week. Lesley Swift has about 24 men assorting at the warehouse of Meyer & Mendelsohn at the depot, and is picking up an occasional lot."
Montague, Mass.: "Everything is very quiet in the tobacco line. I think fully half the crop in town is still on the poles."
Conway, Mass.: "I have one crop to report, that of Boyden Brothers (a part of the crop is still on the poles) to Swift's Company, at 8 3/4 and 5c. They raised a nice crop, and if that is a starting price, it does not look very bright for us."—American Cultivator.

BALDWINVILLE, N. Y.
The mild weather of Wednesday was taken advantage of by many growers, and a considerable amount of tobacco is reported as having been taken down. The local market remains quiet, with no sales reported.—Gazette.

Business Changes, Fires, Etc.
Connecticut.
East Hartford. E. O. Goodwin, leaf tobacco, quit claim deed.
Hartford. A. J. Wadsworth, manufacturer and retail cigars, petition in bankruptcy.
Waterbury. F. V. Hare, cigars and tobacco, suffered by fire.
District of Columbia.
Washington. Luchs & Bro., wholesale and retail tobacco, consolidated under style of Washington Tobacco Co.—Neudecker Tobacco Co., consolidated under style of Washington Tobacco Co.—Mrs. Caroline Plugge, wholesale and retail cigars and tobacco, consolidated under style of Washington Tobacco Co.
Florida.
Tampa. Hickman Bros., cigar mfrs., dissolved; John F. Hickman succeeds.
Illinois.
Belmont. A. C. Montague, cigars, etc., sold out.
Indiana.
North Manchester. D. C. Ulrey, cigar jobber, succeeded by Ulrey, Shively & Co.
Kansas.
Columbus. Western Cigar and Tobacco Co. increased capital to \$5,000.

Kentucky.
Louisville. Axton Hilton Co., tobacco manufacturers, succeeded by Axton-Fisher Tobacco Co.
Maine.
Bangor. F. E. O'Leary, cigar mfr., damaged by fire; insured.
Bath. H. L. Morroll, cigars, etc., bill of sale, \$1.
Monson. F. N. Spencer, cigars, etc., bill of sale, \$1.
Massachusetts.
Chelsea. Goodman-Howe Co. incorporated under Massachusetts laws, with authorized capital stock of \$3,800.
Holbrook. A. H. Johnson, cigar mfr., chattel mortgage, \$294.
Lowell. U. S. Tabor, cigars, etc., damaged by fire.
Springfield. Charles Pearson & Co., cigar mfrs., dissolved.
Michigan.
Detroit. John P. Allgeld Cigar Factory (not inc.), bill of sale.—G. Berger Cigar Mfg. Co., trust chat. mgt., \$2,700.
Ohio.
Cincinnati. Samuel Feevey, cigars, etc., chattel mortgage, \$210.
Ripley. Hite & Drake, F. P. Hite, individually, tobacco dealers, real estate mortgage, \$5,000.
Pennsylvania.
Allegheny. Iron City Cigar Co. (not inc.), cigar mfrs., seized by sheriff.
Rhode Island.
Providence. Russo & DePace, cigar mfrs., damaged by fire.
South Carolina.
Sumter. C. G. Sneed, cigars, etc., damaged by fire.
South Dakota.
Brookings. Matson & Walters, Albert Matson and wife, cigar mfrs., real estate mgt., \$1,600, and satisfied real estate mgt., \$871.
Washington.
North Yakima. Gratton & Barnes, cigars, burned out; insured, \$2,000.
West Virginia.
Clarksburg. Showacre Bros., cigars, sold out.
Wisconsin.
Milwaukee. Beerbaum Bros., tobacco, out of business.—Beerbaum Jenkinson Co., wholesale tobacco, incorporated; capital \$25,000.—John Maschauer, cigar mfr., dead.
Oshkosh. William Wi hman, cigar mfr., real estate mgt., \$1,200.
PATENTS RELATING TO TOBACCO, Etc.
750 160 Machine for steaming tobacco leaves; Wm. C. Briggs, Winston Salem, N. C.
750 161 Machine for steaming tobacco leaves; Wm. C. Briggs, Winston Salem, N. C.
749 964 Combined cigar cutter and match igniter; Joseph T. Galletti, New York City.
R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :- Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.

NEW ORLEANS. SAN FRANCISCO. CIGAR LABELS **American Lithographic Co.** CHICAGO. NEW YORK. CINCINNATI.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
143 Liberty St.
New York.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

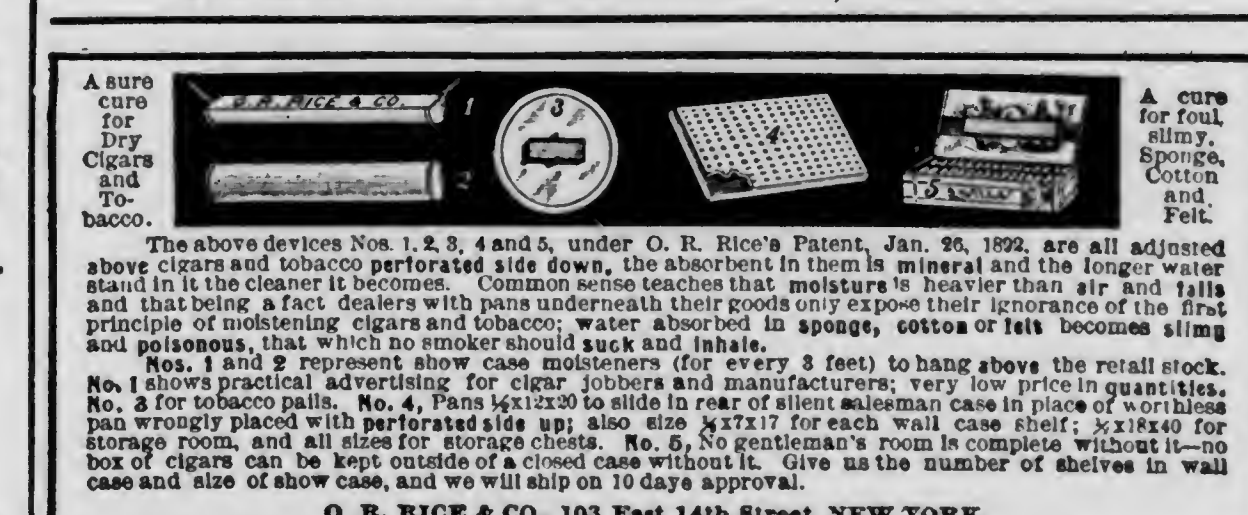
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LEAF TOBACCO BROKER
Office Address: "Boales," U. S. A. Hopkinsville, Ky.
The Arnold's No. 5 Tobacco Cigar.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description
A. Kauffman & Brc., York, Pa.
INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716-728 N. Christian St. LANCASTER, PA.
Frank Ruscher Fred Schnaibel

RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Gnest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischniemyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST LITHOGRAPHERS, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.



BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
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ARE VALUABLE
TO EVERY
JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer
thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
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First Class Insurance on
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Only. a Specialty.
27 E. Orange St., Lancaster, Pa.



FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOVED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor
Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address,
"CLARK."
Clarksville, Tenn.

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JOHN A. SAUL,
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1000 Building, WASHINGTON, D. C.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

32 **E. A. CÁLVES & Co.** <O> **HAVANA** 123 N. THIRD ST.
IMPORTERS OF **PHILADELPHIA**



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.
Send for Samples and Prices.
Phares W. Fry,
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L. E. Ryder, Factories 26 and 517,
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Wholesale Manufacturer of
Cigars
LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING
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TEXAS TOBACCO FACTS
Exhaustive tests prove that the finest grade of...
CUBAN LEAF Filter and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
Write for Full Information to...
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

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Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
High Grade CIGARS
All
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Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring

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Communicate with the Factory.
We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 5

PHILADELPHIA, FEBRUARY 3, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

H. Duys & Co.
170 Water St.
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Sumatra Tobacco
AT THE
Lowest Possible Prices.

The Largest
Exclusive Sumatra House
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Representatives for Pennsylvania:
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
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E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with
the Wholesale and Jobbing Trade.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

Established 1881 Incorporated 1902
THE TOBACCO WORLD
Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia.
JAY Y. KROUT, H. C. McMANUS,
Pres'd and Gen'l Manager. Sec'y and Treas.
Entered at the Post Office at Philadelphia, Pa.,
as second class matter.
NEW YORK OFFICE:
A Special News Department is maintained in New
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tre in the world. Communications intended for that
Department should be sent to 111 Burling Slip, N. Y.
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The Printing, Mailing, Subscription and Advertis-
ing Departments are located in Philadelphia, which is
near many important centres of the industry. Com-
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should be sent to 224 Arch Street, Philadelphia.
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Single Copies, Five Cents.
In all countries of the Postal Union, \$2.00 per year,
postage prepaid.
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Advertisements must bear such evidence of merit
as to entitle them to public attention. No advertise-
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Register Your Trade-Marks
with
The Tobacco World,
where they will be seen by the Entire Trade.
The fee for registering is \$1.00 for each trade
mark. The usual charge of 25 cents will be made for
searching, in case a brand for which application has
been made is found to have been previously registered.
The Tobacco World publishes weekly a complete
list of current registrations, in its own and other bu-
reaux. Its weekly issues are, therefore, of great value
and interest to cigar manufacturers, label lithographers
and all others interested in trade marks.

Begging Letters.

New York, January 27, 1904.
To the Editor of The Tobacco World:

We received this week the following letter
from one of our customers, the subject of which
will explain itself.

Gentlemen:
I am trustee in — Church of our
town, and we are putting a nice new
pulpit and large pipe organ in same.
The members of the congregation have
been liberal subscribers in defraying the
expense. However, we are a few hundred
dollars short yet, and therefore wish to
apply to some of our old friends for as-
sistance. As we believe we have been
very good customers of yours for quite
some time, we take the liberty to ask you
for a liberal donation, which will be
highly appreciated by
Yours truly,

Another letter received a few days ago reads
as follows:

Dear Sirs:
Mr. —, the Proprietor of our — Cigar
Factory, will celebrate his 50th birthday
sometime next month, and his employees
have resolved to make him a present of
some nice new Office furniture, specially
a beautiful roll top desk. We need about
\$200 for the purpose, and thus far were
only able to secure about half for the
purpose. As Mr. — has been an old
friend of your firm for a number of years,
we thought that it would please you to
contribute liberally to our fund, which
will not be overlooked in future business
transactions.
Hoping to hear from you soon, we remain,
Very truly yours,

Committee.

Another communication received last week
reads as follows:

Dear Gents:
The daughter of the foreman of our factory
is going to be married early in March, and
as we all like her so well, we thought to
make her a present of a nice Parlor Car-
pet and Suit. We will hardly be able to
stand the cost of same all ourselves, so we
thought it a good plan to appeal to the
houses our firm deals with to ask for a
small subscription.
Trusting that you will excuse the liberty
of asking you for a small contribution,
we remain, Very truly yours,

Now, Mr. Editor, let me ask for your opin-
ion about such graft. We believe you feel,
like ourselves, that such unbusiness-like and
unwarranted requests are not worth any atten-
tion, and ought to be thrown in the waste bas-
ket at sight. With your able pen, you may
say a few words about it in your next number.
Don't you think they truly belong to the cat-
egory of blackmail?

As you know the nature of our business, we
are pretty large buyers ourselves, but would
never dream of the idea of asking any one of
our many supply houses for the least assis-
tance in charitable or complimentary donations
in which we are concerned. We would con-
sider it a stain upon our business integrity.
Very truly yours, T. M. D.

Sidney Smith once defined generosity in these
words:

"A, being moved by the distress of B, re-
solves that C ought to aid B."

It is very easy to be generous with other
people's money, whether in charity or the making
of wedding or anniversary gifts; and it is surpris-
ing how many people there are who seem to feel
that there is nothing shameful or degrading in
resorting to what may justly be called blackmailing
in the exercise of such "generosity."

If one form of customers is entitled to practi-
cally cry "Stand and deliver!" on the ground that
"we have been very good customers of yours for
quite some time," every other customer has an
equal right to do the same thing. If a manufac-
turer has to help pay for "a nice pulpit and a pipe
organ" in one town, there is no reason why he
may not have to pay for a similar equipment in

every other town where he has good customers.
A natural inference to be drawn from the
first of the three letters printed above is that if the
"liberal donation" asked for is withheld, the pat-
ronage referred to will go in some other direction.
The letter contains a hidden threat. That's
the fact, and there's no dodging it.

So it is with the second letter, which gives
the recipients to understand that if they do not
"contribute liberally," the failure to contribute
will not be "overlooked in future business trans-
actions." In other words, if the money asked for
is not given the concern asked for it will be made
to suffer.

The writer of the third letter gives the informa-
tion that similar appeals have been sent to "the
houses our firm deals with," which amounts to
the same thing as saying that all who fail to give
will in the future be on a black-list.

"T. M. D." asks the opinion of The To-
bacco World about such graft. The Tobacco
World agrees with him that the requests are un-
businesslike and unwarranted—unbusinesslike be-
cause the concerns which the writers pose as
representing may be placed in a position of obliga-
tion to the givers if the letters have the sanction of
those in authority, and unwarranted inasmuch as
they assume that the fact of having made sales
places the seller in a position to surrender part of
his profits when called upon in the name of gen-
erosity.


If the buying concern has done its buying in
a business-like way, it has received its money's
worth, quality of the goods and the price at which
they were sold having been at least equally as
satisfactory as the quality and prices to be had
elsewhere.

No sensible business man wants to place
himself, or have his subordinates place him, in a
position of obligation towards those from whom he
buys. He wants to be able to do the best he can
for himself in buying, and will not enjoy sitting at
a desk towards the expense of which one from
whom he buys has contributed \$50 or more, as he
will constantly have a feeling that in the course of
time he will, in one way or another, have to pay
back that \$50 with good stiff interest.



The conditions in cases of letters such as the
above amount to this: The heads of the concerns
in the names of which the requests are made, are
to be expected to eventually make good the gift, or
donation, or subscription.


The letters practically say, "You'll get it all
all back out of the boss in the course of time, and
more too." Employers of such people as the
writers of these "requests" could better afford to
give for pulpit and organ and parlor carpet and
parlor furniture, and their own desks, all that
could reasonably be expected from the recipients
of the begging letters, than allow those letters to
be sent.

The remedy for the altogether too prevalent
practice is to have employees understand that en-
gaging in anything of the kind is an injury to the
business of the establishment and will be dealt
with as such.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  **Leaf Tobacco** 107 Arch St.
PHILADA.



Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF **TOBACCO**
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.

 **H. Dolinsky & Son**
SEED LEAF **TOBACCO**
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Importers and Dealers in
ALL KINDS OF
Leaf Tobacco SEED LEAF, HAVANA and SUMATRA **Tobacco**
Co., Ltd. 118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana 
217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.

 **K. STRAUS & CO.**
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BENJ. LABE & SONS,
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E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

To End Price-Cutting.

The Minneapolis Cigar Retailers' Association which, like similar associations in other parts of the country, has had difficulty in securing a satisfactory attendance at business meetings, has hit upon a scheme for securing the votes of a large proportion of members on important questions, even if they do not attend. At the last meeting the President proposed that efforts be made to secure a general restoration of former prices. A favorable discussion followed this suggestion, and all present seemed to be in hearty accord with the idea. As an outcome, a committee of four was appointed to visit the dealers of the city, each member of this committee being provided with a sealed box in which each dealer was asked to deposit a ballot, yes or no, on the question whether or not he is in favor of putting an end to price cutting. If the vote should be found favorable, a document something like the following will be circulated for signatures:

"We, the undersigned, do hereby pledge ourselves not to permit, in the store or stores owned or controlled by us, the cutting of prices on such brands of cigars known as standard brands. No cigar known as a 10-cent straight (\$70 goods) shall be sold at less than 10 cents each, and no 5-cent straight cigar (\$35 goods) at less than 5 cents each.

"We accept the following (names to be selected by the association) as a committee to investigate charges made against any party who may be charged with having broken this agreement.

"This agreement shall continue in force until it shall be set aside by a three fourths vote of the signers, or such time as it may be proven that the agreement has been wilfully broken by more than ten signers during one month."

Salesmanship.

Because of the fact that there are some bad people to be found in all churches, that alone is no argument that churches are a bad proposition on the whole; and the fact that there are many men and women engaged in selling who have no conception whatever of the art, is no argument that the true practice of salesmanship is not a profession.

Preaching is a righteous calling, and there are a great many unrighteous men who follow it as a business, but the fact remains that it is a profession, nevertheless.

It is readily seen that success in the profession of salesmanship depends upon the same general principles which bring

success in the other three professions. In other words, the natural fitness of the salesman is always presupposed, but this must be followed by constant effort to improve and strengthen his capabilities by study and observation in order to enlarge his field of experience, and be prepared for any and every contingency.

The salesperson who does not recognize the calling as a profession will never be more than a mere clerk, and the merchant of today is not looking for clerks, but is anxious to discover first-class salesmen.

Didn't Want to Buy.

Charles J. Holton, a Detroit tobacconist, tells a good joke of which he was the victim not long ago.

Holton told the story as follows: "In Detroit there is a school for the cure of stammering. One of the instructions given to the pupil after he has passed the preliminary stage of keeping absolute silence for two or three days, is to speak slowly, and keep a finger moving as he talks. One day a man came into my store, put up his finger, and began to move it, as he did so slowly saying: 'I—want—to—look—at—a—pipe—.' I showed him a dozen or so, to all of which he had some objection, which he would explain to me in his slow, deliberate way of talking, meantime keeping his finger moving according to the regulations of the school. Finally, after I had wasted an hour on him he said, 'I—am—a—member—of—the—school—for—the—cure—of—stammering. The—proprietor—sends—us—out—to—talk—with—the—merchants—for—experience. I—don't—want—to—buy—a—pipe—.' It is needless to remark that the next fellow that came in to give me the finger act was informed that I was busy just at that time, and could not wait upon him."

What's in a Name.

'Twas just a few days before his birthday. She walked into the smokers' emporium with nervous diffidence.

"I would like to get a skein of cigars."
"You mean a box, I suppose?"
"Yes, if that is how you sell them."
"Do you wish anything special?"
"No, nothing special; but they're for smoking, you know."

The salesman smiled.
"Do you desire a strong or mild cigar?"
"Very strong; I want them to last. The cigars I bought a year ago commenced to fall apart after my husband had them about nine months. I think they were too weak."

The young man took a few boxes from the case and pried them open for the woman's inspection.

"Are these the only shades you have? I would like something lighter to match our wall paper."

The salesman picked out box after box, until the counter looked like an Egyptian pyramid. At last she selected a box, saying:

"These won't fade, will they?"

Again the young man smiled.

"No, ma'am; they are made of the purest Havana tobacco."

"Do you think I could have my husband's monogram engraved on each cigar?"

"No, lady; the cigar wouldn't draw."

"Wouldn't draw what?"

"I mean it wouldn't pull well."

"But I don't want them to pull anything; I want them for my husband to smoke."

The man behind the counter grew impatient.

"Haven't you a box with a prettier picture on it? Let me see that one with the forget-me-nots on a Japanese fan."

"But, madam, your husband isn't going to smoke the box."

"I am aware of that, sir; but it looks horrible to have some Spanish general's picture or some ballet dancer's physiognomy lying on the library table. I like this picture."

"But that's a different brand of cigars."

"Couldn't you put these cigars in that box and the cigars in that box you could put—"

"No, no; we are not permitted to do any such 'presto change' work in this shop. Here's a pretty box marked 'Henry Clay.'"

"But that is such a commonplace name. Haven't you any called 'Vivian de Haven' or 'Reginald Vere de Vere,' or some name of higher rank?"

"No, madam; we do not sell rank cigars in this place. There are no such brands. Do you wish the box you have in your hand?"

"I hardly know which cigars to take. These have such a strong scent. Haven't you any that emit a sweeter aroma?"

The assistant answered abruptly.

"No; can I sell you anything?"

"Well, I'll tell you what I'll do. If you'll just give me a sample of each I'll let you know—"

But just then the man slammed the boxes back into their places, told the woman that she was in a cigar shop and

not a drapery establishment, and advised her to go to some pork butcher's and get a few hams for her husband to smoke.

The woman went out to get a policeman, but evidently got lost.—Tid-Bits.

Stolen Thunder.

In London, England, recently, a baker named Wynne started to advertise a new make of bread, for which he selected the word "Zenobia," and, for a starter, had that word, with no explanation, printed at the bottom of each column of three daily papers. The next day the advertisements were repeated, and the next, and throughout the week. People were beginning to wonder what or who "Zenobia" was. By the beginning of another week an enterprising tobacconist named Rabbits had decided to satisfy the public curiosity, and on the following Monday the advertisements of "Zenobia" were there again, but there were other advertisements with them. And these said:

Our New Flake Tobacco,
ZENOBIA,
Keeps the Mouth Sweet and Cool.
It's Rabbits' Own.

Wynne's face was awful to see, they say, when the circumstances forced themselves upon him. He talked of taking Rabbits into court, but mature consideration showed him that that would only emphasize his own defeat. And a man doesn't like to be laughed at. So the matter eventually dropped. But for days people congratulated Rabbits on the manner in which he had aroused their curiosity. Which shows that a smart idea does not always result in profit to the inventor.

Making Mistakes.

No difference what the mistake—whether it be the misspelling of a customer's name; an error in your bookkeeping method; an unfulfilled promise—it is a valuable asset in your business if you follow the rule: Don't make the same mistake twice. Let your mistakes shape your system and your system will prevent further mistakes of the same kind. When you discover a mistake, sit down then and there and arrange the system to prevent its repetition. You can't afford to make the same mistake twice.—System.

"I give my clerks to understand," says a Minneapolis retailer, "when I come to the store I don't want them to tell me any bad news for the first hour, but that they can tell me as soon as they please all the good news they know."

Capacity, One Million per Week.

Correspondence with the
Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made

All Sizes



Union-Made

All Sizes

M. Steppacher, Reading, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from
foreign points during the week
ending January 30, 1904.

Antwerp.—J. W. Hampton, Jr., & Co.,
1 case tobacco.
London.—Philip Morris & Co., 5
packages Turkish tobacco.
San Juan.—American Cigar Co., 525
bales tobacco; DeFord & Co., 7 cases
cigars; West Indies Cigar Co., 16 bales
tobacco, 1 case cigars; M. Rucabado, 29
cases cigars; R. Fabien & Co., 10 cases
cigars; G. W. Sheldon & Co., 15 bales
tobacco cuttings, 15 cases cigars; C. Men-
dez, 5 cases cigars, 25 bales tobacco;
American West Indies Trading Co., 27
cases cigars; F. Bonilla & Co., 8 cases
cigars; R. Arguelles, Manrique, & Co.,
7 cases cigars; Cadiz Cigar Co., 10 cases
cigars; Durlach Bros., 4 cases cigars;
Porto Rico Commercial Co., 2 cases ci-
gars; F. L. Palmieri, 5 cases cigars; J.
Cohn & Co., 112 bales tobacco; R. Perez
& Co., 5 cases cigars; American Tobacco
Co., 96 cases cigars.
Havana.—J. E. Ward & Co., 368 cases
cigars, cigarettes and cut tobacco.
Carthage.—Eggers & Stallforth, 44
bales tobacco.
Naples.—Hirzel, Feltman & Co., 175
packages tobacco.
Ponce.—Clyde SS Co., 2 cases cigars;
T. C. Pollock, 1 case cigars; L. Dausa
& Co., 5 cs. cigars; Order, 1 case cigars.
Liverpool.—American Tobacco Co.,
141 cases cigarette paper; John Lee, 14
cases tobacco and cigarettes.
Trieste.—F. Steffani, 39 cases tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Jan. 26.
(138 bales; 16 cases.)

G. Falk & Bro. 41 bales
H. Duys & Co. 39 "

E. Spingarn & Co. 25 bales
S. Rossin & Son 17 "
United Cigar Mfg. Co. 16 "
Herz Bros. 16 cases

HAVANA TOBACCO.

Str. Mexico, arrived Jan. 26:
(2,971 bales; 112 bbls.)

James E. Ward & Co. 734 bales
Rothschild & Bro. 177 "
P. Dennerlein & Son 164 "
S. Ruppin 154 "
Stephen G. Ruth 149 "
Sartorius & Co. 127 "
G. W. Sheldon & Co. 110 "
Garcia, Vega & Carcaba 102 "
Otto Eisenlohr & Bros. 99 "
M. D. T. Co. 95 "
S. Ashner 89 "
I. Bernheim & Son 88 "
American Cigar Co. 83 "
Hinsdale Smith & Co. 81 "
M. Atak & Co. 80 "
C. Semon 78 "
Mendelsohn, Borneman & Co. 70 "
J. C. Calmet 70 "
Calixto Lopez & Co. 48 "
G. Salomon & Bros. 46 "
Bondy & Lederer 39 "
Leonard Friedman & Co. 35 "
D. Hevia & Co. 35 "
Hilson Co. 34 "
Rosenio Bros. & Co. 34 "
I. Bijur & Son 32 "
S. L. Goldberg & Sons 25 "
F. Miranda & Co. 25 "
A. Murphy & Co. 23 "
E. Hoffman 19 "
Carl Upmann 15 "
R. M. Blake & Co. 11 "
James E. Ward & Co. 65 bbls.
E. Regensberg & Son 45 "
M. J. Cassidy 2 "

HAVANA CIGARS.

Str. Mexico, arrived Jan. 26:
(268 cases)

Havana Tobacco Co. 185 cases

G. S. Nicholas 32 cases
Park & Tilford 19 "
Calixto Lopez & Co. 7 "
Waldorf-Astoria Segar Co. 7 "
National Cuba Co. 6 "
L. J. Spence 5 "
G. W. Sheldon & Co. 3 "
W. R. Grace & Co. 2 "
A. Murphy & Co. 1 case
C. H. Wyman & Co. 1 "

CONNECTICUT SUMATRA.

Experiment of Growing the Weed Under
Cover is Declared a Failure.
A special to the New York World, from
Suffield, Ct., may prove of interest to
many of our readers who are interested
in all that relates to the growing of to-
bacco. It is as follows:
"The experiment of growing Sumatra
tobacco under cloth in the Connecticut
Valley is a failure, in the opinion of
those well qualified to judge. Notwith-
standing the contention of the Sumatra
enthusiasts that a leaf in every way equal
to the imported Sumatra tobacco is grown
in the Connecticut Valley, the fact is in-
disputable that manufacturers will not
buy the leaf in large quantities, that the
bulk of the 1902 crop is still unsold, and
that when the 1903 acreage has been as-
sorted and baled growers will have two
crops on their hands, with few purchasers
in sight. It is estimated that the Con-
necticut Valley shade-grown tobacco in-
dustry represents an actual investment of
approximately \$1,500,000. Those inter-
ested in the venture have naturally been
loath to admit that the situation is critical
and that the present outlook is that the

1904 Sumatra acreage will hardly exceed
a third of the acreage set to this strain of
tobacco last year. As a spectacular per-
formance the growing of Sumatra tobacco
under tents is unequalled in the history
of New England agriculture. In 1900
half an acre of Sumatra tobacco was set
out under cloth at the State experiment
station at Poquonock. The cloth was
stretched over a framework nine feet in
height, the sides being enclosed by bur-
lap. A tent overspreading a half acre
tobacco plot proved a curiosity which
attracted hundreds of visitors. The cloth
retained the moisture in the ground and
also maintained a temperature through-
out the night several degrees higher than pre-
vailed outside the tent. A rank growth
of tobacco resulted, and by the middle of
July the plants touched the top of the
tent. The crop was harvested, cured
and baled according to Sumatra methods,
and was sold at a price which led tobacco
interests to believe that a fortune awaited
growers in the development of the Su-
matra tobacco industry in New England.
Glowing reports from the Department of
Agriculture at Washington were to the
effect that Sumatra tobacco could be
grown in the Connecticut Valley and sold
at a profit of \$1 a pound. Estimating
the yield at 1,000 pounds per acre, the
statistician's tables indicated a profit of
\$1,000 an acre for growers with sufficient
nerve and capital to embark in the ven-
ture. In 1901 about 50 acres of Sumatra
tobacco were planted under cloth, in 1902
700 acres, and last year between 800 and
900 acres. The 1901 crop was sold at

(Concluded on page 23.)

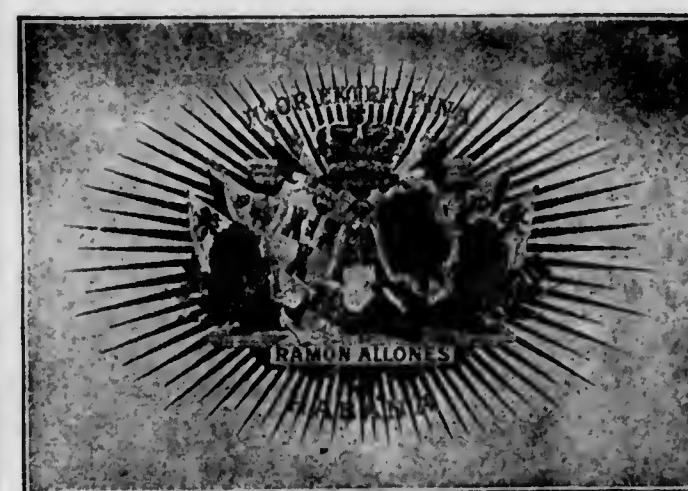
For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

Established 1880.

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the
Royal House of Spain.



This Factory Being Independent is Enabled
to Guarantee the Quality of its Products.

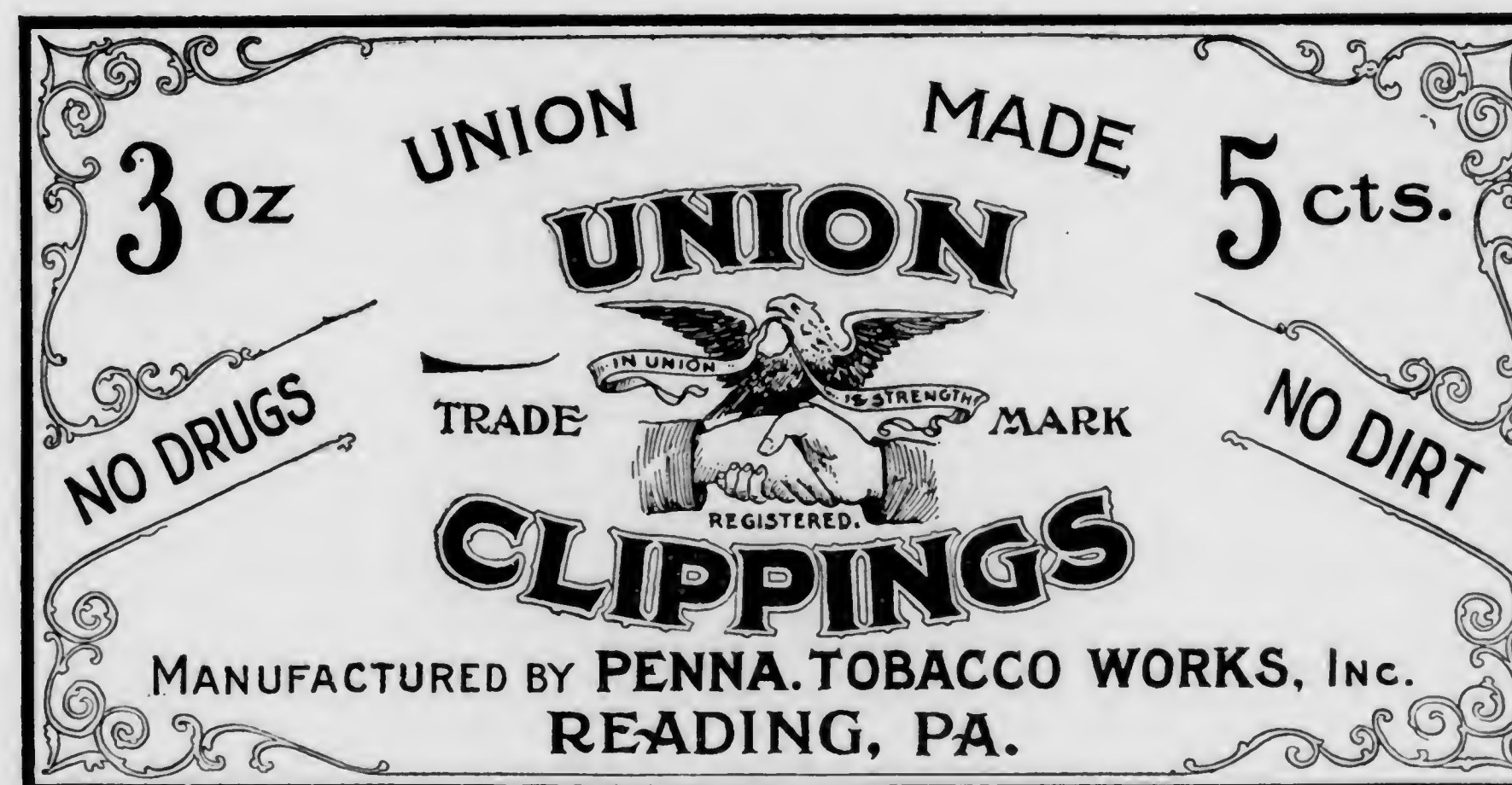
CIGARS



NATIONAL CUBA CO.

Sole Representative of the
United States and Canada,

147 Water St., New York.



E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik

S. Velenchik

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

6.2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. **NEW YORK.**

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic
Cigars



Leaders:
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:
"Angel," Havana **Reina 20, Havana** P. O. Box 98

THIS YEAR'S HAVANA VERY HEAVY WITH SAP.

The Prospects Are that So Much Additional Time Will Be Needed for Curing that It Cannot Be Used Before 1905.

HAVANA, January 26, 1904.

There has again been a fair movement during the past eight days in the Havana market. While the buyers from the north have not yet appeared in large numbers, local cigar and cigarette manufacturers as well as the buyers for the Spanish regie, have contributed to swell the volume of transactions completed. Stocks are decreasing as the receipts from the country continue small. Prices are fairly maintained for all choice parcels, while buyers, if not too exacting in their demands, are able to purchase good tobaccos at lower figures than during the fall of 1903.

Sales amounted to 5700 bales in all—3500 Vuelta Abajo, 600 Partido and 1400 bales of Remedios. American buyers purchased 2300. For Europe, chiefly Spain, 1200 were taken; and the local factories supplied themselves with 2000 bales.

THE 1904 CROP.

Advices from the country are in the main good concerning Vuelta Abajo and Partido, but there are complaints heard from the Santa Clara province about the continuous drought. While the growth in the Vuelta Abajo has been phenomenally large, there is some fear that part of it may not be properly handled, as there is a scarcity of drying-houses. New drying-houses are being constructed in a hurry where the farmers have enough cash to pay for the necessary material.

Already one sale has been reported of the new crop in the field, only partially cut and partially growing still. Don Casimiro Heres, of the well known firm of Heres Saiz & Co., sold to Manuel Lopez, of the "Punch" factory, the vega of "Baron" of San Juan y Martinez at \$400 per bale for 1a-13a and Quebrado 1a-3a; \$90 per bale for 14a, 15a and Quebrado 4a; \$60 per bale for 16a; \$35 per bale for 17a, and \$10 per bale for 18a or botes. These prices are relatively high enough, and while this vega is one of the renowned ones of the lowland (tierra llano) section, it seems to indicate that the Havana cigar factories are willing to pay fair prices for choice vegas, notwithstanding the so-called abundance of this year's crop. Before the crop is baled and has undergone the necessary fermentation there can be only guesswork as to quantity and quality. Untimely weather may spoil a large part, and while many thought at the beginning that the Vuelta Abajo this year would principally be productive in

wrappers, this opinion is not shared in by the knowing ones; and the Partido growth may be called upon to furnish the light colored wrappers as in former years.

According to all appearances the 1904 crop will need more time to cure than usual, as it is running heavier in sap (miel), and the manufacturer cannot count upon using it before the year 1905, excepting a small proportion of wrappers. Remedios advices are too mixed yet to allow anything to be said definitely. If the farmers have no rain the crop will be very small in quantity as well as in the leaf.

BUYERS COME AND GO.

Arrivals: Sidney Rothchild, of Rothchild & Bro., New York, Detroit and Havana; Simon Batt, of S. Batt & Co., New York; Henry J. Bernheim, of I. Bernheim & Sons, New York and Havana; B. Wasserman, of B. Wasserman Co., New York cigar importers; Louis G. Deschler, of L. G. Deschler, Indianapolis cigar importers.

Departures: Sam. E. Starlight, for New York; R. S. Jenkins, for New York; Louis Hirsch, for New York; Stephen G. Ruth, for New York; M. Herzog, for New York; B. Spector, for Chicago; Arthur Morris, for London.

CIGAR MANUFACTURERS.

The independent factories are receiving large orders, quite satisfactory ones, considering the period of the year. The Trust refuses any information, although it is stated that the Commercial, Carolina and African factories have reduced their working forces by 100 cigarmakers and that these three factories combined do not make as many cigars as the Carolina made alone before it became a trust factory. "Romeo y Julieta" and "El Crepusculo" have so many orders that they are always in the market to purchase really fine factory vegas that may be offering. The sales of cigars of these independent factories have far exceeded expectations. H. Upmann & Co. are very busy executing orders. The "Sol" factory is marching along very satisfactorily, filling some good sized orders for his Majesty the German Emperor, and Prince Henry of Prussia. Ramon Allones is full of life and bustle. "El Rico Habano" has also a long list of orders to fill yet.

Mr. Mooyer, of G. S. Nicholas, New York, and Mr. Blais, of the S. S. Pierce Co., Boston, are expected here this week.

BUYING, SELLING, ETC.

G. Salomon y Hnos. report sales of

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
Celebrated



Cigar
Brand

**FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA**

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and

LUIS MARX

Consulado 91,

HAVANA.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
HAVANA, CUBA.
Cable:—ZAIDCO

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana
Cable: ONILEVA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.
Cable: "Donalles."

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

1200 bales of Vuelta Abajo and Partido to their friends.

Sobrinos de A. Gonzalez purchased 1100 bales for the Spanish regie, which went forward by the Spanish mail steamer Ciudad de Cadiz. They sold 650 bales of Vuelta Abajo and Remedios.

Avelino Pazos & Co. have made a sudden leap to the front, removing their warehouse from Neptune 174 to Prado 123, where they will have a capacity of storing easily 5000 bales. They replenished their stocks by the purchase of 1500 bales of Vuelta Abajo, 650 of which they have turned over to an American buyer. Don Avelino promises to be aggressive during the coming season in handling a large part of the choicest vegas that the Vuelta Abajo produces, and to do business in an up-to-date fashion, small profits and large, quick transactions. As he is universally liked by the trade, and one of the best judges of tobacco, his success in the future is beyond peradventure, as he is no plunger and conservative in all of his operations.

H. Upmann & Co purchased 1300 bales of Remedios and Vuelta Abajo during the last fortnight for their American customers, and shipped 1,000,000 cigars during the same period.

The Loeb Nunez Havana Company sold 400 bales of Remedios this past week.

Leonard Friedman & Co. disposed of 400 bales of Vuelta Abajo and Remedios to city and northern buyers.

Simon Batt is actively looking for some fine fillers to replenish his stock. He is as lively as a cricket and feels sanguine that the reciprocity treaty will not hurt the clear-Havana cigar industry in the United States. He says that he has no kick coming as regards the business of 1903.

Jorge & P. Castaneda have finished cutting the bulk of their various plantings upon their farm in the Tumbadero district and feel quite pleased with the appearance of the leaf so far.

Aixala & Co. closed out 200 bales of Vuelta Abajo.

Sobrinos de V. Diaz have cut already about 500 "cujes" upon their farm "El Mamey."

Jose F. Rocha sold 150 bales of Vuelta Abajo.

Suarez Hnos. disposed of 100 bales of Vuelta Abajo and Remedios, and have several trades pending still.

A. M. Calzada & Co. sold and shipped 100 bales of Remedios.

Rodriguez Bautista & Co. closed out 300 bales of Vuelta Abajo to local and Northern buyers.

	Week Ending Jan. 23.	Since Jan. 1.
Vuelta Abajo	287	583
Semi Vuelta	—	8
Partido	185	631
S. Clara & Remedios	711	2,741
Santiago de Cuba	10	15
Total	1,193	3,978

Tawney Bill Opposed.

Arguments Advanced Against Proposed Legislation Now Before Congress.

Washington, D. C., Jan. 30.—Nothing has been done the past week to advance either H. R. 6 or H. R. 97, known respectively as the Tawney and Brick bills, and popularly supposed to be directed against the "trust," although the independent manufacturers appear at present to be the chief opponents of any measure against the use of coupons or tickets with packages of tobacco or cigars, etc.

Mr. Tawney, however, expects to see his bill favorably reported to the House and lays much stress on the recommendation made by Mr. Yerkes in December, 1902, for the passage of a similar measure.

Representative S. Sherley, of Kentucky, who is strongly opposed to the passage of such a bill said to-day that such legislation as is proposed in these bills is simply a species of that kind that grows out of the desire of an unsuccessful competitor to have Congress legislate so as to affect the business he is in and enable him to succeed where in ordinary competition he has failed. Not believing that it is the business of Congress to go into the private concerns of people, he thinks that the passage of this bill would establish a very dangerous precedent, and that we have enough of those already without adding to them.

On the law side of the case, Mr. Sherley says that Congress has the right to provide regulations as to how packages of tobacco shall be packed, and it has the power to provide that no package of tobacco shall contain anything except tobacco; that it shall not have on the outside of it anything except a revenue stamp. It can absolutely destroy every trade-mark, every distinguishing feature in regard to either a package of tobacco or a cigar; or a cigarette, but, of course, nobody wants any such legislation as that, and the amendments which have been offered to all these bills show that both the independents and the "trust" manufacturers are anxious to preserve their trade-marks. But if the trade-marks are preserved, then Mr. Sherley declares, the bill becomes ineffective, or, in his judgment, unconstitutional.

The law as it reads now, provides that in the packages there shall be nothing but the wrappers and the labels and the tags, and then it goes on to provide that it shall be unlawful "for any manufacturer of tobacco, snuff, cigars or cigarettes, or for any other person, firm, corporation dealing in these articles to give or offer to give directly or indirectly, any gifts or premiums," etc. Now, Mr. Sherley says, if the last named provision is left out, any manufacturer would be at liberty to let it be known by advertisement or any other means that

(Concluded on page 22.)

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Havana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

**Cigar
Molds**

**Cigar
M'rs
Supplies**

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

**The Best Goods
at
The Best Prices.**

Before you place your orders give us an opportunity to quote you Our prices.

**We Can
Save You Money.**

**The Sternberg
M'fg Co.**
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York, Amsterdam, Trieste.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Aguililla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

R. A. SCHOENER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET
NEW YORK.

**J. BERNHEIM & SON
HAVANA TOBACCO**

138 MAIDEN LANE,
NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Established 1840.

Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco

125 Maiden Lane,
NEW YORK

**CULLMAN BROS.
CIGAR LEAF TOBACCOS,**
No. 175 Water Street,
Jos. F. Cullman, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS
AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Fort Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA TOBACCO
and Packers of LEAF TOBACCO
197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

Conviction followed the trial of Frank B. Breslin of M. P. Breslin & Son, accused of counterfeiting the label of the Carbanos y Carvajal brand of cigars, which are manufactured in Havana.

Only about a dozen members attended the last meeting of the Retail Cigar and Tobacco Dealers' Association, and no business was transacted, beyond voting an adjournment to February 9.

James M. Batterton, formerly with the Ferdinand Hirsch Company and later with the Cortez Cigar Company, has been elected Vice President of the Ruy Lopez Company and is now with President John Wardlaw at the Key West factory of the Lopez Company, whence he will start out with samples.

The Cortez Cigar Company of Key West has placed its selling interests in the entire United States in the hands of Albert Calisch, formerly with the E. H. Gato Company, and George Kraus, who was recently Vice President of Fernandez Hermanos & Co.

Recent arrests on charges of cigar box stuffing were those of M. Batavia of 2384 Third avenue, H. Polermacher of 118 West street, and Francis Coppola of 153 Mulberry street.

Last year the Consolidated Tobacco Co. made a 20 per cent. dividend to stockholders, at the same time issuing \$10,000,000 additional stock, making the total capital stock \$40,000,000. The company has declared no dividend this year, it being considered desirable to accumulate a very large surplus in the company's treasury. It is expected to begin the payment of regular dividends next year on Consolidated Tobacco stock. In December last, the syndicate agreement in the case of the Consolidated Tobacco 4 per cent. bonds was extended for a year. So far the syndicate has disposed of only a portion of its holdings and the bonds have not been distributed to any very great extent. The syndicate is understood to have underwritten the issue at about 70 and consequently, is not in the market as a seller at the present level of prices. The bonds have not

come into general favor with the public, mainly because of the speculation in the underlying stocks in previous years and the large increase in capitalization. They have, however, regularly paid their interest semi-annually (February and August) since their issue, and have been bought by many active business men (who are in a position to "keep tabs" on the company's operations) for the large interest yield.

Charles J. Hewitt, a banker and produce dealer who is serving his first term as Assemblyman from Cayuga County, offered last week the most sweeping anti-cigarette bill on record. The measure absolutely prohibits the manufacture or sale of cigarettes of any kind in the State. It provides a fine of \$50 to \$1,000 for each violation, and additional punishment of not more than six months in jail.

A meeting of creditors of Robert C. Galinde, cigar manufacturer of 20 Fulton street, was held Monday before Nathaniel S. Smith, referee in bankruptcy, at 68 William street, and James B. Ludlow was elected trustee. He has been the receiver of the estate. The liabilities are \$46,027 and nominal assets \$72,751.

The Khedivial Company, manufacturers of cigarettes at 278 and 280 West Broadway, has effected a compromise with creditors at 30 cents on the dollar, and Judge Holt, in the U. S. District Court has confirmed the composition. The liabilities were \$177,158 and nominal assets were \$108,742.

In a circular issued a few days ago by the Secretary of the Treasury new rulings concerning freedom from duty are announced. As to exemptions from duty, the Secretary, following a recent decision of the Circuit Court of Appeals for the second circuit, holds in effect that each returning passenger, a resident of the United States, may bring into the country free of duty articles purchased abroad, except cigars and cigarettes in excess of fifty of the former and 300 of the latter, for himself or any other person, up to the amount of \$100, provided they are not intended for sale.

The text of the circular includes the following:

"Each person is entitled to bring in fifty cigars or 300 cigarettes for his own use. All cigars and cigarettes in excess of this number and less than 2000 are liable to seizure, but in meritorious cases may be released by the payment

of a fine equal to the duty and the internal revenue tax."

John B. Rogers, August F. Jaccoci and Edgar E. Phillips are the incorporators of John B. Rogers & Co.; the capital stock is \$50,000.

Locked up in a storeroom on Pier 15 is a pile of cases of wine, cigars and Cuban cigarettes, each case addressed to an officer of the army or navy. But the customs officers have placed their seals upon the cases and, unless the officers who own them pay the duty, some commercial person will probably bid them in at an appraiser's sale. Pier 15 is the quartermaster's pier, devoted exclusively to the loading and unloading of Government transports. When the transport Sumner made her last trip from Cuba to this port her cargo was principally composed of bodies of soldiers. The coffins were first unloaded, but they were followed by cases and bulky bundles. The ship's manifest shows these cases were the personal property of the following persons: Brigadier General Charles F. Humphrey, quartermaster general of the army, cases of wine; Commander John M. Bowyer, United States navy, cases of wine and bundles of cigars; Major Randolph Dickins, United States Marine Corps, cases of wine; Commander John J. Knapp, U. S. N., cases of wine and cigarettes; Brigadier General Davis, U. S. A. (retired), cases of wine. All of this "personal property" was placed under lock and key in the private storeroom, never having paid a cent for its passage on the Government vessel and never having seen the color of a customs stamp.

Pier 15 is usually regarded as a poor place for the Customs officers to browse. It belongs to the Government, and is used exclusively for Government business. The sanction of the Government is supposed to extend to all transactions there which allow some slight violation of the customs and revenue laws, but when a complaint is made and the particular way in which the law is evaded is pointed out, there is nothing to do but investigate. Unless the department makes some arrangement for releasing the goods upon the payment of the duties by the consignees they will be sold to the highest bidders at public auction, in accordance with the law.

Since the arrival of the Sumner the telephone wires have been kept hot by disappointed officers, who want their wines, whiskeys, cigars, cigarettes, etc., sent to their houses without delay. After they had been informed that the Treasury Department has seized the goods the wires have frequently failed to work.

Vice Chancellor Stevenson, of New Jersey, has in the suit of Martin Dennis and others temporarily enjoined the United States Tobacco Stemming Company from issuing \$125,000 in stock and from paying \$25,000 in counsel fees to

former United States Attorney General John W. Griggs and his partner, Arthur J. Baldwin. Griggs & Baldwin were counsel for Collingsworth and others in a suit against the company that was afterward compromised. A resolution was adopted by the company that it should pay the costs of the suit. A final hearing in the case will take place at Jersey City on February 8.

Oscar F. Ales, who has factories in Key West, Tampa, San Juan, P. R., and Lebanon, Pa., in addition to his factory in New York, has removed his office to 372 West street, West Hoboken.

As a result of the agreement recently reached by the conflicting interests in the Universal Tobacco Co. the stockholders of the company have voted unanimously to uphold the directors in pledging \$600,000 bonds to President William H. Butler and his brother, George P. Butler, for money advanced. The \$1,000,000 mortgage executed to the Union Trust Co. in July last was also ratified. It was this mortgage which led to the suit of E. A. McAlpin and other stockholders for a receiver. It is believed that the company will eventually be consolidated with the Commonwealth Tobacco Co., organized by the Butlers to handle the manufacture of granulated tobacco at Lynchburg, Va.

Julius L. Greene, retail cigar dealer, of 247 Clinton street, has filed a petition in voluntary bankruptcy. Liabilities, \$1461; assets, \$571; debts due on open account, \$15; unliquidated claims, \$520; deposits of money, \$18. Principal creditors: National Cash Register Co., Dayton, Ohio, \$320; Davors Bros., No. 15 Wooster street, \$200.

Messrs. C. E. Hallwell, A. B. Della, O. B. Smith and C. Strauts, of New York, officers of the Continental Tobacco Company, were in Lexington, Ky., last week, to inspect the local plant of the Continental.

It is understood that improvements on a large scale are in contemplation. The establishment of a factory of large capacity and an extension of accommodations for the leaf department are possibilities. Lexington's shipping facilities are sufficient to accommodate a factory, and rehandling elsewhere would thus be avoided.

The American Tobacco Company has secured from the Supreme Court of Iowa a confirmation of the decision of a lower Court in the case of Hellberg Bros. vs. Clayton county. This, and three similar suits, was begun against the county to get an injunction against the board and the assessor to prevent them from levying a tax against them as cigarette sellers. Plaintiffs claimed that they received the "cotton nails" by express and sold them in their original packages, thus claiming immunity from the law. The district court decided that plaintiffs' petition be dismissed for want of equity with judgment against them for costs.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.



NO FEAR LOCALLY.

Although two bills now pending in Congress and which will be considered at a hearing by the Ways and Means Committee at Washington on February 4, call for legislation of a most revolutionary nature, concerning tobacco, they create no alarm among Philadelphia leaf dealers and cigar manufacturers, with several of whom the Tobacco World man has talked on the subject.

The clauses which would cause alarm if there were thought to be the barest possibility of their passage were evidently written by persons who did not realize the full purport of what they wrote.

In case the bills should become laws a very large proportion of the men who buy leaf to sell and to use in cigar manufacturing would be driven out of business, while millions upon millions of dollars would be lost to the United States Treasury every year.

Every farmer who grows tobacco would become a manufacturer of smoking or chewing tobacco or both, or of cigars, and in order to compete with them a manufacturer would have to grow all the tobacco used by him.

No sensible person could for a minute suppose that establishment of such conditions has even been intended, but with such bills as those quoted below converted into laws, how could conditions be different? A bill introduced by Representative Trimble provides:

"That farmers and growers of tobacco shall hereafter have the right to sell tobacco in the raw or unadulterated, of their own growth, in any quantity, either in the leaf, twist, OR SUCH OTHER FORM AS THEY MAY WISH, free from any tax or charge, or being in any manner subject to any statutory regulation on the part of the Government of the United States."

"Such other form as they may wish" certainly includes—in the form of cigars. Under this law, a grower of wrapper tobacco on a Connecticut farm and of filler tobacco on an Ohio or Pennsylvania farm, could make cigars wherever he pleased, "free from any tax or charge" so long as all the tobacco used by him came from his own land. How could a manufacturer who bought the tobacco used in his factory, and consequently subject to the present taxes, compete with him?

The Stanley bill makes some general

provisions and includes the clause "or manufacture it into any form desired," which certainly is inclusive of manufacture of cigars.

President John R. Young, of the Philadelphia Leaf Tobacco Board of Trade, ridicules the idea that there is a possibility of passage of either of the bills in present form, and says that to oppose them in the interest of buyers of cigar-leaf would be little more than waste of time. He is confident that they were prepared without any intention of having them refer to cigar manufacture, and that the men by whom they were written were careless in the use of English and didn't realize how much was included in their provisions. The object of the bills, he said, was simply to enable the tobacco growers of the South to find in their own neighborhoods a market for the tobacco they grow, which is impossible at present because of the restrictions under which the farmers now rest.

WOMEN SMOKERS.

A dentist recently ordered a Philadelphia society woman to stop smoking because she was ruining her teeth by excessive use of cigarettes. This same woman once had very pretty teeth and she used a dainty little cigarette holder, made of meerschaum, which is now black with nicotine. Her teeth are only slightly discolored at the front of the mouth. But the effect is bad. The woman is trying to stop smoking gradually, limiting herself to only a few a day and less and less all the time. It is a pleasant habit versus beauty—and beauty wins.

As a matter of fact, there are really comparatively few women in Philadelphia society who smoke cigarettes extensively. These few are mostly bridge whist players who have always been great card players and, like all of that ilk, find smoking and cards perfectly congenial. It seems to give an odd and peculiar pleasure to the player to blow wreaths of smoke as he or she scans the hand. And then gambling is a nervous occupation and nicotine is, beyond peradventure, composing while it is being used. The Indians used it at peace councils.

A number of young women in Philadelphia dally with cigarette smoking, but are really not what might be termed cigarette smokers as yet.—Press.

INSURANCE-RATE REDUCTION.

Quite a large number of concerns engaged in the tobacco business will share in the benefits attending the withdrawal of what is known among insurance men as the "pink slip," and such withdrawal is considered probable within two weeks. After the final test of the new high pressure main replacing a leaky suction pipe feeding from the Delaware river to the powerful pumps installed at the foot of Race street, the "pink slip," as the penalty added because of lack of fire protection is known, can be withdrawn, in pursuance of the promise by the Philadelphia Fire Underwriters' Association when the increase of twenty-five cents was tacked on to the usual rate. Fifteen cents of this was withdrawn when the high-pressure pipes were put in service with the temporary installation of a fire boat to supply the power. The additional ten cents still remains.

"NOT SPICY ENOUGH."

The directors of the Philadelphia Retail Cigar and Tobacco Dealers' Association will soon hold a meeting to appoint committees and to decide whether to recommend holding monthly meetings of the association, but when they will meet for those purposes has not as yet been decided. The only complaint made concerning the recent "Smoker" was that the entertainment was not "spicy" enough; but it is well to bear in mind that if the police had had occasion to butt-in as they did at the "Smoker" given by the "Gold Fish" club and had done so, the cigar men's association would have been publicly disgraced.

MOSTLY PERSONAL.

C. F. Kallert of Wisconsin was in the city early this week, selling leaf.

Felix Eckerson, of F. Eckerson & Co., is making preparations for a trip to Havana in the near future.

S. Loeb, of the Loeb Swartz Tobacco Co., is expected back Saturday from a business trip through the State.

Leopold Loeb & Co., are doing a better business than for some time recently, particularly in Havana tobacco.

The Theobald & Oppenheimer Company, President Spatz states, has begun the new year most gratifyingly. In the last three days of last week the company

received orders for an even million of cigars. These orders called for 250,000 nickel goods, and for three times as many seed and Havana and clear Havana cigars.

Next week Aza M. Lake will spend partly in New Jersey and partly in Pennsylvania, securing orders for George Burghard.

H. Rosenberg of Water and Arch streets started last Friday for the Northwest and expects to visit the Pacific Coast before his return.

P. J. Mendez, who has opened a cigar factory at Fifth and Pine streets was until recently Vice President of the Manuel J. Portuondo Company.

In the United States District Court the attempt by M. Kemper & Son of Baltimore to have Duddy, Jourdan & Co. declared bankrupt has been unsuccessful.

John and William Solomon, manufacturers of Valetudo and El Imparcial cigars, have bought the cigar store of S. Hatchwell at 17 South Fourth street and opened a retail department there.

Joseph S. Vetterlein, of Vetterlein Brothers, has been in Boston the past week attending to business at his factory there where business is prospering, which is also the case at the Philadelphia factory of Vetterlein Brothers.

C. E. Bowers sold for the C. R. Jones Leaf Tobacco Co., during a trip in Eastern Pennsylvania last week, 208 cases of Ohio tobacco. C. R. Jones has recently become part owner in a tobacco manufacturing business in St. Marys, Ohio.

Some twenty-five members of the Philadelphia Tobacco Club, which is composed wholly of jobbers, were guests of their fellow member, T. G. H. Werner at his residence in Manayunk, Friday evening last, when he gave a dinner in celebration of his birthday anniversary.

Nearly twenty years have passed since smoking in the Academy of Natural Sciences was forbidden, but enforcement of the rule was decided on only recently. Because of fire in a waste paper basket, caused by a carelessly thrown match, the professors at the Academy, nearly all of whom smoke, will hereafter be allowed to enjoy their pipes, cigars and cigarettes only in a smoking room which will be provided for them.

After sentencing a cigarette smoker to jail for larceny Magistrate Crow said

to the complainant, who had been robbed. "The best thing you can do is to get up a petition in all the cities of this country for the United States Government to prohibit the sale of cigarettes. Ninety-nine per cent. of the criminals brought before me are cigarette smokers. It weakens the will power. In thirty years there will be no statesmen left in the United States if the use of cigarettes continues."

Just when a representative of the firm of K. Straus & Co. will next take a trip across the Atlantic is undecided, and whether Mr. Straus will take the trip or have the firm's buying in Holland this year done wholly by his partner, Mr. Loeb, as it was last year, is also yet to be determined. The inscriptions are to begin this season much earlier than were those of 1903, probably because there will be more tobacco to sell. Some dealers believe in buying Sumatra stocks as early as possible, but Mr. Straus believes it well to wait for somewhat later offerings, and, as both he and Mr. Loeb know the discomforts of a trip abroad early in March, the prospects are that both of them will remain in this country for some weeks to come.

W. S. Chandler, Philadelphia representative of Strater Bros., Kentucky tobacco manufacturers, is recovering from an illness which began with a stroke of apoplexy.

SOLVENT, BUT INVOLVED.

How S. L. Johns Has Straightened Out His Business Entanglements.

S. L. Johns, long known as the owner of a large part of McSherrytown, Pa., where he was interested in many enterprises, including cigar manufacturing, has taken a simple means of freeing himself from the financial complications in which he recently found himself involved. There was no question of his solvency but his affairs were so complicated and involved that he has accepted the proposal that he turn over all his business to a syndicate headed by one of the leading lawyers and one of the leading bankers in Hanover, Messrs. Gitt and Delone. This syndicate will be responsible for all debts and is expected to net several thousand dollars eventually. Mr. Johns is said to have received, besides cash, the house in which he lives and one farm. Probably Mr. Johns will continue the manufacture of cigars.

LAW SUIT IN LANCASTER.

Judgment Given for Defendant in the Case of Jacobs vs. Shirk.

Lancaster Pa., Feb. 2, 1904. J. G. Shirk of this city secured a verdict today in the case of Jacobs vs. Shirk.

In 1901 Shirk bought from Chas. W. Jacobs & Co., of New York, a quantity of

cigars on what is known as guaranteed sale, it was alleged in the trial, and after having disposed of some of the goods, had some returned, as they are said not to have been suitable for this market. Shirk then returned the goods on his hands, tendering payment for those actually sold. Jacobs & Co., however, refused to receive the goods thus returned, claiming a bona fide sale, and ultimately bought suit to recover about \$163 claimed as the balance due on the goods.

There were a number of peculiarities about the case which, to many, did not seem quite clear, but Shirk is pleased with the result, while Jacobs, who was personally present, feels that he did not get justice.

Trade-Mark Register.

BABY PANAMA. 14,329
For cigars. Registered January 27, 1904, at 9 a. m., by H. E. Brallier, Lancaster, Pa.

BY JO. 14,330
For cigars. Registered January 28, 1904, at 4 p. m., by S. E. Hunsecker, Leola, Pa.

TEDDY'S PANAMA. 14,331
For cigars. Registered January 29, 1904, at 9 a. m., by H. E. Brallier, Lancaster, Pa.

COUNTRY BOY. 14,332
For chewing and smoking tobacco. Registered January 29, 1904, at 9 a. m. by Wm. Shaffner, Womelsdorf, Pa.

SPANISH TIPS. 14,333
For cigars. Registered January 30, 1904, at 9 a. m., by W. T. Bolon, Bethesda, O.

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

PARTNER WANTED—In Old Established Cigar Manufactory. For full particulars apply to A. D. KILLHEFFER, Millersville, Pa.

WANTED—Experienced Salesman to sell Sumatra and Havana tobacco in the East and West. Address, Box 2, care of The Tobacco World, Philadelphia.

WANTED—A Good, Reliable Man to represent a good 2 for 5 cents Cigar among the jobbing trade; Eastern man preferred. Address, Box 150, care of The Tobacco World, Philadelphia.

FOR RENT—Cigar Factory Building at Quakertown, Pa., accommodating 25 hands, with conveniences. Address D. M. LANDIS, Owner, Richland Centre, Pa.

WILL LEASE—Very desirable new building in Norristown, Pa., suitable for a cigar factory; 25,000 to 30,000 square feet of floor space; low rent for long term; worth investigation. 120 ft. H. E. ELSTON, Owner.

WANT to represent First-Class Cigar Manufacturer in this State. If your lines are cheap, save postage. Reference as to character, etc., furnished. Answer quick with particulars. Address, CIGAR, Box 342, Winston-Salem, N. C.

FOR SALE AT A BARGAIN—Second hand Dieless, Daisy, and Kele suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second hand Cigar Molds. What do you need? Address WINGAR MACHINE CO., York, Pa.

UNCLE OWEN. 14,334
For cigars. Registered February 1, 1904, at 9 a. m., by Albright Cigar Co., Ephrata, Pa.

LA YORK. 14,335
For cigars. Registered February 1, 1904, at 9 a. m., by Yorkana Cigar Co., Hellam, Pa.

Y. C. 14,336
For cigars. Registered February 1,

1904, at 9 a. m., by Yorkana Cigar Co., Hellam, Pa.

REJECTIONS.

The Banker, York Belle, The Winner, Radum, Our Senator, Honest Joe.

Gov. Murphy, of New Jersey, himself a cigarette smoker, says he will never sign the anti-cigarette bill now before the Legislature.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
AND DEALER IN ALL GRADES OF
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

ARGÜELLES, LOPEZ & BRO.
Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.,
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Cigar and Tobacco Factories
Are Earning Fat Dividends
When Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which, within a radius of one hundred miles, you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason, ask for our literature; if you want to locate a factory, ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.,
SEABOARD AIR LINE RAILWAY.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF
AND
WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and
Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and
Dealer in **Leaf Tobacco**
Lancaster, Pa.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.



Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
1902 FINE FORCE-SWEATED
CONNECTICUT
I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. Telephone Connection.
JOHN E. OLP,
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

TAWNEY BILL OPPOSED.

(Concluded from page 11.)

every trade-mark, band, or label on a cigar would be redeemed at a certain fixed value, and the same would be true as to any trilling bit of paper which served to identify the particular brand. Mr. Shirley argues that the provision to prevent such a course on the part of the manufacturer or dealer would be giving to Congress police power which is denied to it by the fifth amendment to the Constitution.

The whole truth of the matter is that what is done in regard to the tobacco business is done in regard to every sort of business in a mercantile way. The Atlantic & Pacific Tea Company, for instance, carry on right here in the District of Columbia for which Congress makes special laws, this same sort of business. There are stores run by them in every section of Washington whose windows are filled with attractive looking premiums, and on the moral side of the question many people believe that coffee and tea are as injurious to the health, and, therefore, to the morals as is tobacco.

There are also any number of stores that sell coffee and flour and soda and baking powder that are engaged in the same sort of schemes to draw trade; so it seems quite a futile argument to say that the public health, as some have argued before the House Committee, requires this legislation.

T. K. Bruner, special agent of the St. Louis Exposition management to work up agricultural exhibits all over the United States for the World's Fair, was here this week on his way from North Carolina, where he has been to assist in making arrangements for North Carolina's tobacco exhibit. Mr. Bruner has with him an admirable drawing of the general design of the tobacco exhibit as it will appear in the general exposition building. The design is a facade four hundred feet long. There are two minor towers and one central pagoda, the elevation of which is sixty feet. This central space is in the shape of an octagon forty feet in diameter. Above this is a globe twenty-four feet through, surmounted by a ship of the type used by Sir Walter Raleigh and his lieutenants in 1584 when they transported from the new to the old world the first tobacco. He expects to receive the North Carolina exhibit in about thirty days.

The House Committee on Ways and Means will grant a hearing to the advocates and opponents of the various bills now before them for the "relief of the tobacco growers" of the United States, on Thursday next.

Assistant Secretary Armstrong has received a letter from the Surveyor of Customs at Pittsburg concerning the collection of duties under the reciprocal commercial convention, or reciprocity treaty, so called between the United States and Cuba, in which he asks information, especially as to importations of tobacco.

Mr. Armstrong says in regard to this that not only Cuban tobacco, but also

all other articles which are imported or manufactured in Cuba and imported and entered in bond for warehousing prior to the taking effect of the treaty upon which duties have not been paid, and for which no delivery permit has been issued, may be withdrawn for consumption, after the taking effect of the treaty and with three years from the date of the original importation, at the reduced rate provided for in the treaty.

He also says that under decisions rendered by the United States Courts and the Board of General Appraisers, merchandise, the product of the soil or industry of Cuba, imported at original or exterior ports and entered in bond for transportation to secondary or interior ports prior to the taking effect of the treaty, and received and entered for consumption at the latter ports after the taking effect of the treaty, is entitled to the benefits of the same.

It is learned at the State Department that President Palma will probably be ready to promulgate the terms of the new Cuban tariff next week. Minister Squiers has kept close watch on every proposed change and frequent cablegrams have passed between him and this Government with reference to the changes that might affect the terms of the treaty or the tariff on American goods.

It is asserted positively at the Department that special care has been taken in increasing the Cuban duties to avoid upsetting the reciprocity agreement with this country in any way.

Quiet Times in Lancaster.

Little Change in Business Conditions—Some Stripping Done—Notes of the Trade.

Lancaster, Pa., Feb. 2, 1904.

There has been very little, if any, change in the condition of the local market during the past week. Business is going on in a quiet way only, sales being in small lots.

Neither has the new crop attracted buyers generally yet, although some stripping was done during the recent damp spell, and this is likely to continue at every opportunity with the possibility that there will soon be a change, provided farmers realize the true condition of affairs and show any disposition to sell their crops at fair and equitable prices.

The leaf tobacco business of Chas. Tole & Co., at Prince and James streets, is being liquidated.

It is reported that there will soon be some changes in a local cigar firm, and that a new member is to be admitted to the firm, with a view to extending the operations very greatly. The writer has been requested not to divulge the names until all preliminaries are fully arranged, which will be done very shortly.

The V. A. Collins Cigar Co., now located at McSherrystown, York county, are making preparations to remove

their factory to Marietta, this county, in the near future.

A. D. Killheffer, of Millersville, has made a short trip to some of his jobbers, and secured some encouraging orders for his May Prize and Patrick Gordon 5-cent leaders.

S. E. Hunsecker, of Leola, this county, has been on a business trip to Philadelphia and vicinity recently, and reports a fair business.

Greater Activity in Reading.

Cigar Manufacturers Getting Busy in the Capital of Old Berks.

Reading, Pa., Feb. 2, 1904.

A spirit of greater activity is now prevailing in the cigar and tobacco trade of this city and adjacent territory. Cigar manufacturers are beginning to feel the effects of improving business with the jobbing trade, particularly in the Western States, where, with but few exceptions, the trade has kept up remarkably well. This has already resulted in more work for cigarmakers, and not nearly so many applications have been made at the various factories during the past week as there were during the three previous weeks.

Our leaf dealers are also in a more cheerful mood. Bremer Bros. & Boehm, who are among the more active houses here, inform me that while January was, in the whole, quite satisfactory with them, yet the indications are that February will prove an even better month, notwithstanding its brevity.

A similar report is advanced by John U. Fehr, at 7th and Franklin streets, who is one of the oldest leaf dealers in the city.

J. L. & M. F. Greene, at 538 Franklin street, who are extensive packers of Wisconsin tobacco, with their warehouse at Janesville, cater especially to the larger manufacturers. In view of the rather pessimistic reports from some sections, they speak cheerfully of the past and look hopefully upon the incoming month, with prospects of material advancement.

The several tobacco manufacturers located here, all had a dull month in January but do not appear at all discouraged by the fact, as they seem to think these are indications of early and substantial improvement in their line as well as in other branches of the trade.

S. McQuade, formerly in the cigar manufacturing business at Lancaster, has removed to this city and has opened a factory at 1005 Laurel street.

A neat cigar stand has been opened in the Colonial Trust Building by E. S. Kerper, who is carrying all the local and popular brands of cigars and an attractive line of smokers' articles.

—The exports of manufactured tobacco from the United States in 1903 reached a value of \$5,204,407, a decrease of \$318,827 from the figures of the previous year.

Tobacco Notes from York.

Not Much Doing Just Now, But Strong Hopes of Better Business Soon.

York, Pa., Feb. 2, 1904.

In many sections of this county the trade is still suffering from a dull business, while in other places an improvement is reported. The leaf dealers say there are prospects of better trade very soon, judging from the present inquiries for goods.

While his sales for the month of January were but moderate, 1903 was the largest business year that J. H. Stiles, the well-known packer and dealer, has ever had. Mr. Stiles now offers the trade the largest stock of the most carefully selected goods ever shown by his house, which since 1890 has been doing a steadily increasing business.

R. N. Granat, of Gillen & Granat, has been on a western trip and reports having had a satisfactory trade.

Adair & Reiff have closed their first year of business, the results of which they say were especially satisfactory.

The cigar box manufacturers verify my report of a betterment in the conditions among cigar manufacturers, who are inquiring for new labels and suggestions for new packages.

Geo. A. Hain, proprietor of the Diamond Cigar Store, on East Market street, returned last week from his wedding trip and was given a rousing ovation—with a brass band and everything else that goes to make a hearty welcome. George took it gracefully, as it showed that his friends were very numerous.

Fred Bauer, "Our Own Fred," who is among the most popular representatives of lithographing establishments, and who represents the old-established firm of L. E. Neuman & Co., New York, made one of his periodical visits to this section last week. Of course he got the glad hand everywhere, as usual, and it is needless to say his full quota of orders also.


MAGNIFICENCE IN HAVANA.

Opening of the New Half-Million Dollar Banking House of H. Upmann & Co.

Havana, January 25, 1904.

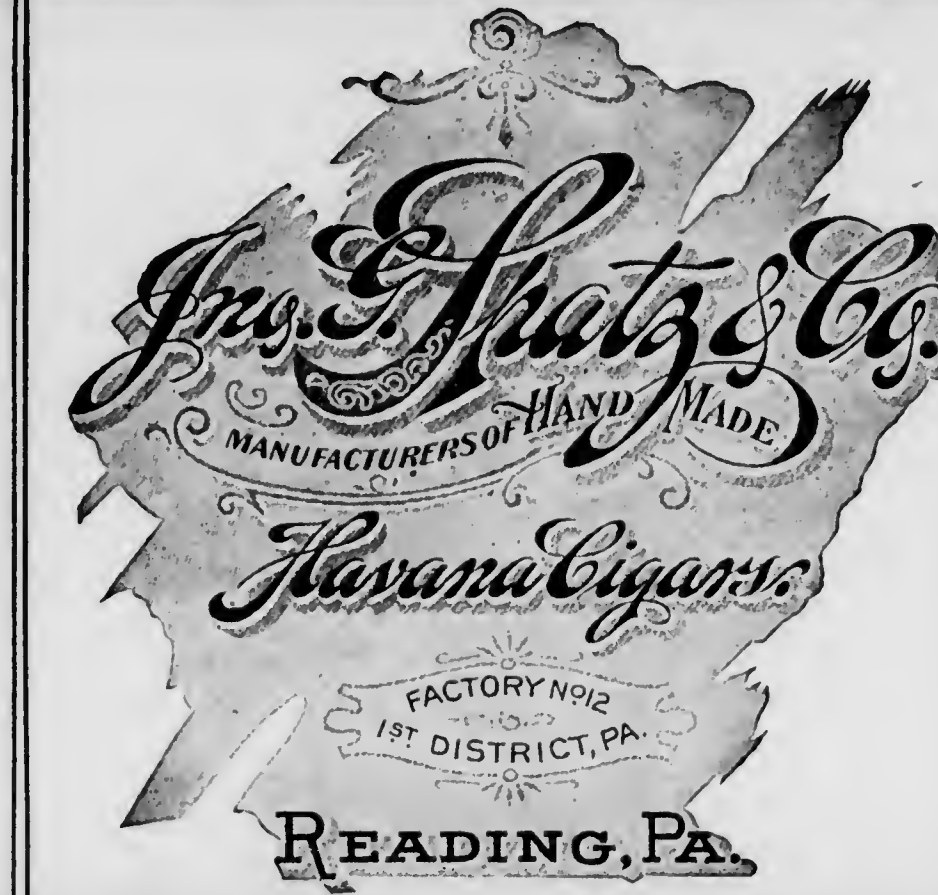
H. Upmann & Co. gave a house warming to their friends last Sunday, the 17th inst., when they threw open their new banking house, corner Mercederes and Amargura streets, into which they moved to-day. This building is one of the finest, modern two-story, iron and stone structures in Havana. The frontage is about 200 feet on Mercederes street, and 100 feet on Amargura street. The cost was \$500,000. The outside appearance is very plain, but it gives the impression of solidity to the visitor from the start.

The iron work came from the United States, but all the stone and wood work is of Cuban origin. Cuba's magnificent richness in hard wood is illustrated by the entrance door—twenty feet in height—each side made of one solid piece of mahogany, which is a real piece of art.



AMERICAN EMPIRE

10 CENT




J. E. Spatz & Co.

MANUFACTURERS OF HAND MADE

Havana Cigars

FACTORY NO. 12
1ST DISTRICT, PA.

READING, PA.



EL VOLCANO

5 CENT

The cost of this door was \$1500. The interior of the banking house is very spacious. The centre is for the public, while at the sides are the private offices and the general one for the clerks, which number about 30 in all. There is a glass roof in the centre, 60 feet high, and numerous windows upon both streets, give light and air at the same time, which latter is so necessary in a hot climate like Havana. At the right hand from the entrance and in the centre of the building is the perfectly constructed vault, modelled after that of the imperial Bank of Berlin. The interior is of armor plate, four feet thick and the outside is of stone. Besides the special safes for the banking house, to hold the millions of gold coin and greenbacks, there are now 250 smaller safes, for the accommodation of the public, and the number can be increased to 1000, if necessary. The second story is devoted to living and sleeping rooms for the fifteen unmarried clerks, with three bathrooms, toilet, etc.

The house of H. Upmann & Co. was founded sixty years ago by the late Hermann Upmann, starting very small by the purchase of the cigar factory called "La Madama," and it is now the first banking house in the Island of Cuba. The head of the same is a nephew of the founder, Heinrich Upmann, living in Hamburg, and who has entrusted the management to Heinrich Runken, who has been in Havana seven years. Heinrich Runken is ably assisted by the three attorneys, Edmund Meyer, Theodore Garbade and Philip Boland. Two grand nephews, Hermann and August Upmann (from Bremen), are now fitting themselves to become acquainted with all the details of this vast business, so as to be able to become partners of it in the future.

Besides the banking business, H. Upmann & Co. do a large and lucrative business in leaf tobacco and cigars upon a commission basis. The famous brand of cigars "H. Upmann," known all over the world, is controlled by them, and through the initiative of this house the League of Independent Cigar Manufacturers came into existence, with what success does not need to be recapitulated here.

REVENUE RULINGS.

A firm of cigar manufacturers suggest to the Commissioner that cigar stamps of the denomination of 10 to cost 3c be prepared and issued by the Internal Revenue Bureau, as it will be a convenience to manufacturers, and being an even number would make much less work for the department and the manufacturers. The applicants were advised that the matter of the number of cigars which may be packed in a box and the denomination of stamps therefore are within the jurisdiction of Congress only. Therefore, any change in the present denomination of stamps would have to be sought for by securing Congressional action.

A collector advises the Commissioner that a firm in his city have imported a quantity of Chinese smoking tobacco, each package of which contains 6½ ounces, which size does not conform to the regulations of the service, and they desire to purchase and affix to each package two stamps of three and a-third ounces each or a total of six and two-thirds ounces; or, if this cannot be permitted that they be allowed to affix an eight ounce stamp to each package. The collector was advised that this case would be regarded as a special emergency as a consignment of foreign goods presumably put up by manufacturers in China who are not familiar with the laws of the United States governing the putting up of smoking tobacco would be regarded as a sufficient reason to authorize him to sell to the importers the necessary stamps to pay the tax on these goods; but that it must be understood this provision in no way modifies existing regulations and it cannot be regarded as a precedent for similar action in the future. That it was suggested that the use of one 4 ounce and one 2½ ounce stamp on each package would exactly cover the tax instead of the denomination suggested by the collector. Further, that it would be well to advise the importers that their correspondent abroad should be instructed to put up smoking tobacco intended to be brought to the United States in the regular statutory packages running from one ounce to 16 ounces as provided by the law.

CONNECTICUT SUMATRA.

(Concluded from page 6.)

public auction at Hartford at fairly remunerative prices. Manufacturers who had heard the merits of the leaf depicted in flattering terms were anxious to try the new tobacco, a pound and a half of which, it was asserted, was sufficient to wrap 1,000 cigars. The manufacturers' verdict was a disappointment. The colors were not uniformly good and the leaf was papery, the trade complained. In 1902 growers said that these defects had largely been overcome. Manufacturers were sceptical, and still retain their scepticism. The attitude of the manufacturers has acted as a wet blanket upon the enthusiasm of the Sumatra interests in the Connecticut Valley, and the present outlook is that the day is far distant when New England will produce a type of wrapper tobacco which will take the place of the annual \$6,000,000 importations from Sumatra.

New Counterfeit \$5 Note.

The Treasury Department is advised of the appearance of a new \$5 counterfeit silver certificate. It is described as apparently printed from zinc etched plates of poor workmanship, on fair quality of paper, in which there has been distributed a few red silk threads. In the printing of the Treasury number a rubber stamp has been used. The certificate is of the series of 1899; check letter D, plate number 209 or 239; J. W. Lyons, register; Ellis H. Roberts, treasurer.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The outlook of this week seems a little brighter than when we wrote our last report. The letting up of the cold was very opportune for the growers of the weed. Friday night it began to grow warm and to rain a little; Saturday was warmer, with quite a heavy fog, and, as I have since heard, quite a good deal of tobacco was taken from the poles, thus

relieving many of the growers of their anxiety about getting their tobacco ready for the buyers to inspect and to buy (provided the two extremes could meet) upon a basis agreeable to both parties. But the whole situation has been changed. The complacent grower could meet the buyer with a facial expression of pleasure and say: "Yes, I have my crop all ready to show; do you want to purchase, or are you only looking? I have a much better crop than I expected at one time; more light goods than usual." But, my friends, you have many pounds less than usual, so caution must guide you in selling. Take it slow and easy, remembering that there are thousands of cases less of old goods on the market, especially the varieties raised by you in the valley. At no time for a number of years have the great markets of the world for tobacco been so short of New England tobacco as at the present time. According to the trade papers the work of manufacturing is to be pushed harder than usual the coming year. I will quote a few of the figures. In six districts of New York for the month of December last, 122,830,063 cigars were manufactured. In four districts of Pennsylvania there were manufactured 139,000,000 of cigars in December of 1903. The total output last year ran up to about 8,000,000,000 cigars, and the talk of over-lapping last year is strongly suggested. Now if it takes 25 pounds of tobacco to make a 1000 cigars, think of the enormous amount of tobacco it requires to manufacture 8,000,000,000 cigars. So be cautious in making your transactions. Don't be in a hurry, but don't be too slow to catch the train; be sure to get on board, even though you only reach the rear of the whole train. For with the less amount of money in your possession you are surer to be in the swim than you would be with your pockets empty. A man has a better chance to get credit if it is only known that he has sold his to-

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

Match It, if you Can--You Can't.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

OF
Florida SUMATRA Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.,
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

bacco, for it will be said he has probably paid some of his indebtedness, and the creditor stands a better chance to get his pay than he would with the growers' tobacco piled up in his barns, even though the grower may be obliged to take less money for his crop than he would if the crop had not a black eye.

Our correspondents write:

Suffield, Ct.: "I have a few sales to report: George B. Marther, John Baggerstaff, Leander McCompt, H. S. Pomeroy, to Lichtenstein of New York. R. Coolson, William Selenski, W. L. Phelps, to Meyer & Mendelshon of New York. Joseph Frohlinger, Andrew Anderson, to J. Koffenberg & Son, Boston. James Skelly, to C. Forbes & Son, Westfield, Mass. Another warehouse has been opened in town, but with only two weeks work in sight. Another report of three acres sold at 11c, assorted. One lot at 14c in bundle and one at 4c. Buyers were out looking to-day and I may have more sales to report later."

Hadley, Mass.: "A number of sales of the 1903 crop of tobacco was made to day to the American Tobacco Company of Meriden, Ct. Prices paid were from 10 to 12½c. Mr. Maynard sold 5 acres at 10½c. E. Dickinson, 2 acres at 12½c. Horace Cook, 2 acres at 15½c. Mrs. Patrick Bryon, 2 acres at 15c in bundle. There is a large amount of tobacco still hanging."

Hatfield, Mass.: "Handling of tobacco is nearly at a standstill, awaiting damp weather to be taken from the poles; so, many who have bargained their crops cannot deliver it. Some few sales of tobacco are reported at from 10 to 13c. A few of our assorting shops are closed until tobacco can be brought in. A number of buyers are around seeking bargains in their lines."

North Hatfield, Mass.: "The past damp spell was improved by our farmers, and their tobacco is practically all down. No sales to report this week."

Hinsdale, N. H.: "This is the first damp spell to take tobacco from the poles since it was cured down. Before you see this report card I think that the most of it, if not all of the tobacco in this vicinity, will be taken from the poles. I report the sale of one crop, a small one, to New York parties, at 14c. There are several lots of 1902 and 1903 in the growers' hands yet."—American Cultivator.

BALDWINVILLE, N. Y.

The thaw the latter part of last week gave the growers a long waited for opportunity to get down their tobacco and it was promptly taken advantage of. The growers are now handling their crops and reports from many indicate that the crop as a whole is better even than was expected. A few purchases have been made of the new and it is expected that the market will open briskly in a very short time, as soon as the growers have their crops in condition for selling. A few sales of old have been reported, A. Heinke having made purchases. He is still looking for good grades of old.—Gazette.

EDGERTON, WIS.

A brief season of casing weather early in the week brought the growers but little relief, for only a fraction of the crop was removed for stripping and the bulks have since been frozen. A season of extreme zero weather that followed has interfered with the riding of buyers somewhat, though we learn that sales continue to be made in many of the growing sections: The most active agents are those of the American Cigar Co., whose men are out in nearly every locality. The prices coming to notice are moderate, rarely exceeding the 8 cent limit.

J. L. Boyd sold 27 cases of 01; Peter Johnson, 33 cases '02 and Lillesand & Monsen 20 cases '02 at about 8 cents for wrapper and binder grades.

Old goods are receiving moderate attention these days. Geo. Rumrill reports the sale of 217 cases of '02 and a small lot of 1900. A transaction involving the sale of a 200 case lot between local packers is about completed. The Hanson packing of 300 cases of '02 at Cambridge is reported sold, also 100 cases of '01 B's by R. G. Merrill of Janesville.

Shipments, 700 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There is more activity and better demand for both hoghead and loose tobacco, the trade realizing that prices are very low and are bidding up on late prices for hoghead tobacco.

QUOTATIONS

Leaf—Short 18 to 20 in.: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6½ to 7c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Sales for the week 101 hds., and



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Factories:
Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,
HOLTZ, PA.

Makers of
High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE

Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine

Seed & Havana

Cigars

Joe F. Willard is Our Popular

Leader.

H. G. HOELTZEL

Manufacturer of

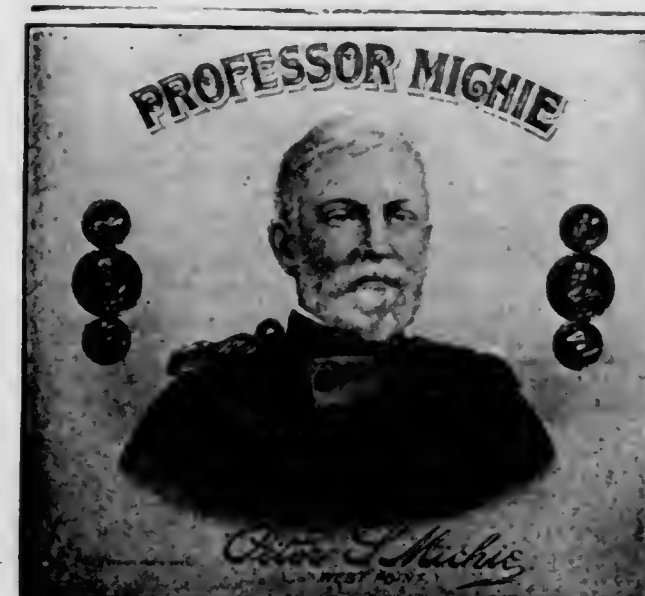
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade

Union Made **Cigars**

Our Special Brands: ALEX. WILSON,
PROFESSOR MICHIE,
UNION CHIMES,
MINERS VICTORY,
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel

SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

"KENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade

Domestic

Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,

known for Superiority of Quality

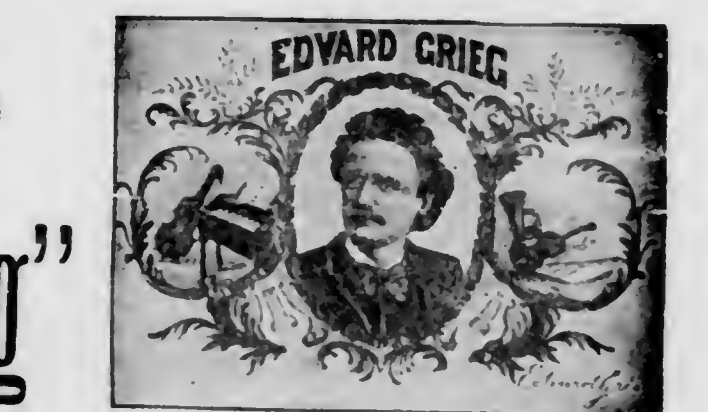


JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

W. H. RAAB & SONS,

MANUFACTURERS

OF

High Grade

Cigars.

CAPACITY

75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade

Medium

Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS, Packers and Dealers in Leaf Tobacco

Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is in the eating thereof. We employ traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

J. W. BRENNEMANN,

Packer of and Dealer in

Leaf Tobacco

MAIN OFFICE,

Millersville, Pa.

United Phone: { No. 931 A, Millersville.
No. 1803, Lancaster.

Lancaster Office, 110-112 W. WALNUT STREET

more inquiry. Holders are firming up on prices as the old stocks are heavy styles and such kinds are scarce in new crop. The Regie and A. T. Co. along with Imperial buyers are making things lively in country, advancing prices 1/2 to 1 1/2 cents for loose tobacco. Planters all over the dark district are stirred up as never before by being oppressed by the Trusts and Regie buyers, a large representative district meeting held on the 28th at Guthrie, Ky., taking action to have tax repealed on leaf tobacco in natural state. Congressman Stanley was there and proposes to do all he can to have tax removed. Delegates were appointed to meet the Ways and Means Committee in Washington February 4. Planters are making but little preparation for plants.

Receipts for the week, — hds.; for the year, 10 hds. Sales for the week, 101 hds; for the year, 212 hds.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts this week were 4 hds. There were no public offerings on the breaks, but 582 hds. were sold privately; which, with a lap from last week of 278 hds., make sales of 860 hds. for the week ending today. A large order entered our market last week, and since then there has been more activity, with some improvement in prices, particularly on the kinds that there was previously no special demand for.

Last week there was a good season for handling tobacco in the barns, and a good deal was gotten down and put into bulk. Since then we have had some very cold weather that has restricted free deliveries, and consequently the sales continue light at the loose tobacco warehouses.

QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Phones: { Keystone, 65-64 A Main
Bell 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST, Dallastown, Pa.

Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ Manufacturer of High Grade EGYPTIAN CIGARETTES 74 Wooster Street NEW YORK

Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTA.
WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

Business Changes, Fires, Etc.

Colorado.
Denver. Dixon, Niles & Moser Cigar Co., succeeded by Niles & Moser Cigar Co.—Frank X. Spitz, cigars, bill of sale, cigar store, \$1,450.

Illinois.
Bloomington. Geo. Radburn, cigar manufacturer, dead.

Iowa.
Marion. C. E. Almy, cigars, constable in possession.

Maine.
Lewiston. J. M. Scannell, Jere M. Scannell, et al, retail cigars, sold real estate \$1, etc.

Maryland.
Baltimore. George Werther, manufacturer and retail cigars, dead.

Massachusetts.
Boston. Mary E. O'Harra, wife of Edward P., cigars and tobacco, filed certificate.

Lawrence. Ella Rounds, cigars and tobacco, chattel mortgage, \$100, discharged.

Michigan.
Benton Harbor. Columbian Cigar Co., (not inc.) manufacturers, moved to Detroit.

Detroit.—G. Berger Cigar Mfg. Co., H. H. Emmons, trustee, bill of sale, \$1, etc.

Missouri.
St. Louis. H. Barlewert Cigar Co., filed articles of corporation, capital stock, \$7,000.

Montana.
Havre. A. T. Briton, cigars and tobacco, damaged by fire.

Nebraska.
Omaha. J. Strabuck, cigars, chattel mortgage, \$380 to E. J. Hart.

New Hampshire.
Bristol. Stephen Valla, tobaccos, etc., removed to Alexandria.

New York.
Binghamton. J. B. Rogers & Co., cigar manufacturers, succeeded by a corporation, same style.

Newburgh. John A. Green, cigars, sold out.

New York City. George L. Storm, president of the Owl Commercial Co., leaf tobacco growers, dead.

St. Johnsville. James H. Healey, cigar manufacturers, succeeded by C. Walrath.

Syracuse. Central City Leaf Tobacco Co., chattel mortgage, \$1,700.

Ohio.
Cincinnati. Frank Steffer, cigar man-

ufacturer, canceled real estate mortgage, \$3,000.

Lima. Morrison Cigar Co., (not inc.) deed by Thomas and Ada Morrison, \$400.

Van Wert. B. W. Jackson, cigars and tobacco, succeeded by Jackson & Gleason.

Oregon.
McMinnville. C. Fuchs, cigar manufacturer, sold store to W. E. Robbins.

Pennsylvania.
Lancaster. Chas. Tole & Co., leaf tobacco, in liquidation.

Olyphant. Wm. J. Schubmehl, wholesale and retail cigars, dead.

Pittsburg. Marcus Wagman, cigar manufacturer, loss by fire.

St. Clair. Rufus C. Boyer, wholesale and retail cigars and tobacco, dead.

Titusville. S. J. Martin, cigars, dead.

Rhode Island.
Providence. Mrs. Lizzie A. Packard, cigars, etc., business advertised for sale.

South Carolina.
Florence. C. A. Gregory Tobacco Co., leaf tobacco, damaged by fire. Insured.

Wisconsin.
Kenosha. J. J. Smith, cigars, etc., chattel mortgage, \$125.

PATENTS RELATING TO TOBACCO, Etc.
750,254 Cigarette machine; Georg M. Calberla, Dresden, Germany.

750,255 Apparatus for coating cigarette-paper with leaf metal; Georg M. Calberla, Dresden, Germany.

750,447 Match or other box; Albert F. Fuller, Newark, N. J.

750,406 Mold-press for making cigarette or cigar holders or the like; Ernst Simon, Vienna, Austria-Hungary.

Cuban Tobacco Exported.
Havana, Jan. 31.—El Tobacco publishes the tobacco statistics for Cuba during 1903. The number of bales exported was 303,116, valued at \$12,124,640, or at the rate of about \$40 a bale. The exports were 42,424 bales less than in 1902. There were 208,608,450 cigars shipped, which at the rate of \$60 a thousand, would yield \$12,516,507. There were exported 14,341,445 packages of cigarettes, which at \$25 a thousand would yield \$358,536. Of cut tobacco there was exported 106,873 kilos, valued at about \$128,248. The United States took 45,800,000 cigars and 181,428 bales of tobacco.

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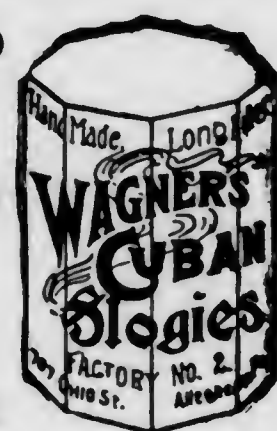
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Manufacturer of Fine Cigars
TERRE HILL, PA.

Orders from the Shipping Station, East Earl.
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Hand-Made.



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RIBBON PRICES

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REGISTER YOUR

CIGAR & TOBACCO BRANDS

WITH

THE TOBACCO WORLD

LEAF TOBACCO FROM CUBA.

Nearly Two Hundred Thousand Bales Received in the United States in 1903.

The exports of Havana tobacco, in bales, to New York and Tampa during 1903 are shown below. The table is very interesting, as would also be one showing the values of the imports, but the latter is hardly called for, as the readers of The Tobacco World are sufficiently familiar with values of Havana tobacco to form an approximate idea of the amount of money represented.

Consignors.	New York.	Tampa.	Total.
Cuban Land & Leaf Tob. Co.	9,678	7,852	17,530
Leslie Pantin	11,627	84	11,711
J. Bernheim & Son	10,697	—	10,697
G. Arostigul	1,611	8,165	9,776
Garcia & Co.	7,900	1,466	9,366
Sutter Brothers	7,165	51	7,216
Adolfo Moeller	5,847	49	5,896
H. Upmann & Co.	5,658	115	5,773
C. E. Beck & Co.	5,419	—	5,419
Rodriguez Bautista & Co.	5,254	—	5,254
L. Nunez	4,542	531	5,073
F. Neumann & Co.	4,954	—	4,954
Manuel Menendez Parra	4,757	—	4,757
Aixala & Co.	1,095	3,455	4,618
Charles Blasco	4,500	—	4,500
J. P. Castaneda	1,356	3,056	4,412
Jose Suarez & Co.	2,386	1,737	4,123
J. M. Pulido	24	3,976	4,000
Bridat, Mont' Ros & Co.	3,113	932	4,045
Bruno Diaz & Co.	1,025	2,719	3,744
Havana Commercial Co.	3,698	—	3,698
J. H. Cayro	2,834	491	3,325
Celestino Lopez & Co.	3,056	135	3,191
Cano y Hermano	668	2,488	3,156
M. V. Perez	2,295	598	2,893
L. Friedman & Co.	2,278	390	2,668
G. Salomon y Hnos	2,253	85	2,338
Juan Diaz	2,280	—	2,280
Silveira & Co.	1,620	—	1,620
Suarez Hermanos	1,616	—	1,616
J. F. Rocha	1,544	—	1,544
Luis Marx	1,429	—	1,429
A. Hernandez	1,267	90	1,357
Walter Himml	1,318	—	1,318
Sidney Rothschild	2,489	—	2,489
R. Cifuentes & Co.	729	472	1,201
A. Suarez & Co.	595	532	1,127
Jose Sintaella	1,013	—	1,013
S. L. Goldberg & Sons	1,378	149	1,527
Avelino Pazos	969	—	969
Rabell, Costa & Co.	938	—	938
N. Santana	856	7	863
J. F. Berndes	993	—	993
Venancio Diaz	730	—	730
B. Bermudes	722	—	722
Monroe Commercial Co.	503	111	614
M. Stachelberg	281	313	594
Celestino Vega	566	—	566
Muniz Hermanos & Co.	361	143	504
J. M. Calzada	377	115	492
Antonio Gonzalez	475	—	475
A. Manrara	457	—	457
Diaz y Vega	—	606	606
Zaldivar & Co.	258	191	449
Loeb-Creagh Havana Co.	376	—	376
Cuban American Manufacturing Co.	71	1,144	1,215
Remigio Lopez & Co.	—	488	488
Various	485	—	485
Mendelsohn, Bornemann & Co.	348	96	444
Fidel Fernandez	—	403	403
T. Davis	288	—	288
N. T. Vidal	208	—	208
W. B. Coisa	195	—	195
Aguedo Nunez	180	—	180
L. Werheimer	161	—	161
Pio Vidal	37	119	156
Jose Menendez	151	—	151
Molino Brothers	134	—	134
W. D. Castro	129	—	129
Grau & Planas	115	107	222
H. Bosselmann	100	—	100
Jose Garcia	97	—	97
Enrique Heilbut	75	—	75
M. G. Pulido	54	—	54
Total,	144,504	43,515	188,019

To Stop the Making of Cigars in Prison.

Marquette, Mich., Jan. 29.—Representatives of the Cigarmakers' Union of Detroit, who are in the city this week, declare that the union will endeavor to secure an injunction restraining the further manufacture of cigars at the Mar-

quette prison. They will base the proceedings on the State law which provides that no trade shall be taught in a penal institution. Before the fire which destroyed the cigar factory of the prison, more than 100 men were employed in the manufacture of cigars under a contract with the Franklin Cigar Company.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.



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LEAF TOBACCO BROKER.

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Sample Sections submitted for your approval Free of Cost.

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A cure for foul, stinky, smelly, cotton and felt. The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 28, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact, dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes stinky and poisonous, which no smoker should suck and inhale. Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 3 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 4 for tobacco pans. 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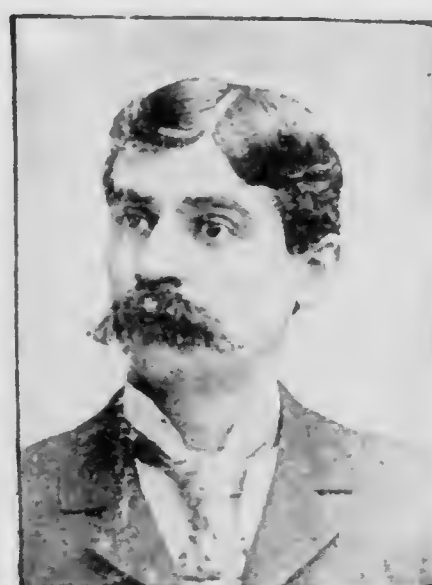
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ESTABLISHED IN 1881
Vol. XXIV., No. 6

PHILADELPHIA, FEBRUARY 10, 1904.

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Bell—Market 28-97 Keystone—Main 45-39A

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Register Your Trade-Marks
with
The Tobacco World,
Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Improvement of Tobacco.

JUST how trustworthy is the information in a newspaper story concerning a new method of improving tobacco, which comes from London, is uncertain; but it may contain a valuable suggestion. In any event, a practical test in sections where mineral waters can be procured cheaply would cost next to nothing. The story is that a tobacco manufacturer, Louis Coen of Denman street, London Bridge, "while recently taking mineral waters at Marlock was struck by the revivifying influence of the well known petrifying spring which turns fruit into stone after a prolonged immersion. He resolved to try it on tobacco in conjunction with another mineral water famous for the amount of ozone it contains. The treated leaf proved so agreeably flavored that Mr. Coen has decided to apply the process to every cigarette that he makes."

Fishing for Men.
WHAT led to the marriage of a young woman who was employed in a Lancaster cigar factory until recently and is now the wife of a well to do business man in Brooklyn, N. Y., is told in a very interesting way in a special dispatch to the Philadelphia North American. According to the dispatch Miss Emma Edinger wrote a note giving her name and address and placed it in a box of cigars, the note asking the purchaser to let her know what he thought of the cigars. The note was found by John J. Mundy of Brooklyn and Miss Edinger became Mrs. Mundy last week.

There was nothing new about this method of opening the way for a possible romantic correspondence, girls in factories where men's hats, men's stockings and other supplies for men are manufactured having often used the same means; but very possibly the happy culmination of Miss Edinger's venture will have the effect of making the practice quite general for a while at least.

Better hurry up, you girls who work in cigar factories and think you have a chance of winning a Prince Charming by means of a neatly written message sent floating about on the ocean of commerce. Your sisters who work in hosiery mills and in hat factories probably can try their luck in that direction until they become wrinkled and toothless, as far as an interference by the law is concerned; but with you the conditions are different.

Down in Washington there are a lot of hard-headed old senators and representatives who don't care two cents about your love affairs and who have pending before them certain proposed legislation which very probably will make the packing of such notes in cigar boxes a punishable offense. Of course, the Ojien Tawney bill makes no reference to demurely written and apparently innocent little notes that may open the way to a series of ardent love letters, but it does prohibit placing in packages of tobacco—which, of course, include cigars—any coupon, band or other evidence of value to be redeemed at some future time. Now, you young women who strip tobacco, or roll cigars, or sort and pack cigars, may indignantly assert that a few words written by you and suggesting a reply is not a coupon, nor a cigar band nor any evidence of value to be redeemed at some future time. You may therein be right in relation to coupons and cigar bands, but how about other evidences of value?

Isn't a note from a young and pretty girl who practically admits that she hasn't any settled "steady," an evidence of value in the eyes of a susceptible young man who hasn't yet discovered his ideal? Certainly it is. So that Ojien-Tawney bill, of which you perhaps have never even heard, may cast the shroud of despair over your hopes of following in the footsteps of that lucky Lancaster girl. Consequently you should see the wisdom of the warning previously given—Better hurry up!

Seriously, and as a matter of fact, no self respecting young girl should be willing to run the risks which attend the opening of a correspondence

in such an unceremonious fashion. Almost no girl worth having for a wife would take the chances, of being placed in a ridiculous and embarrassing position, which attend the sending of a note to no one knows who and no one knows where. The fact that a girl works in a factory should not make her less careful in regard to her associates and her intimates than she would be if she were employed in a schoolhouse or an office or a store. The chances that by packing a note in a box of cigars she will win a husband, or a good friend, or even a desirable acquaintance, are very slight. The chances that the note will fall into the hands of somebody who will use it to annoy her and make her an object of ridicule are much greater. Wouldn't a correspondence with somebody who proved to be a negro bootblack, or a sneak thief or a rum-soaked loafer be delightful? That is just what may result from the fishing for men in which factory girls, and little notes addressed to nobody in particular, and packages of goods, have figured.

If a girl can't get a good husband where she is known she has little prospect of winning one by sending out that kind of bait.

Southern Farmers.

HOW large a proportion of the farmers of the Southern States will carry out their threats to plant no tobacco this year?

That question will be answered within a comparatively few weeks. Every farmer is placed in a position where a decision either way may prove the height of wisdom or the height of folly.

If a farmer believes that tobacco planted this Spring cannot be grown without an actual loss, as was the case in many instances last year, and consequently devotes his tobacco land to other crops, he may find that his example has been so generally shared in that the prices next Fall and Winter will be very much higher than they are now.

If he believes that the present scare is so general that the acreage will be greatly decreased this season—and, acting on this belief, plants as much, or more, tobacco than usual—he may find that so many others have shared his belief, and also planted crops in hopes of a shortage in the Fall, that the losses of 1903 will be repeated in 1904.

On another page of this issue of The Tobacco World the conditions existing in North Carolina, Kentucky and Tennessee and which are duplicated generally through the Southern States are stated. The farmers certainly appear to be in an unfortunate position. Whatever each decides, whether to plant tobacco this year, or to plant no tobacco this year, he may be sorry when harvest time comes, and even long before.

If the tobacco growers acted as a unit they most certainly could control the situation after two or three years at the most, but such action is impossible. Action by a despotic government, forbidding for that length of time the growing of any tobacco in the States where the present unfortunate conditions exist, would restore much of the old-time prosperity in the South.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

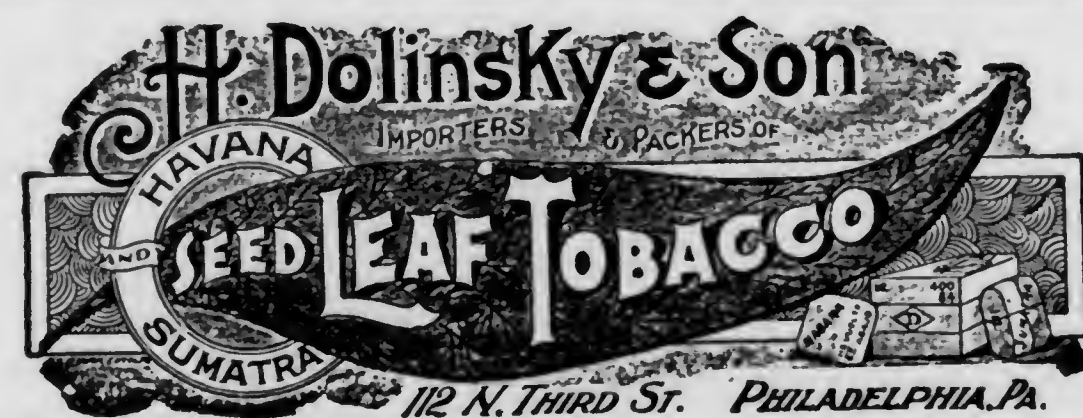
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and Packers of **DOMESTIC LEAF**
115 Arch Street, Philadelphia.

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IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Trying to Please.

There is no greater handicap for a young man than an inordinate desire to please everybody.

My cousin's name was Wilfred, and I was always sorry for him. He was constantly striving to please, and his relatives encouraged him with a club. That is, when he failed to please them they would beat him up, not necessarily with a club, but with anything that came in their hands. So Wilfred grew up with a desire to please that was beautiful to see.

He was born into the world with a very singular pair of ears. They were large, and set at right angles to his head, giving him a peculiarly eager and intent appearance.

In the same town there lived a young physician, a tall, thin man with a sallow face and a bulging brow. He was an original fellow, and had in his mind the germs of that science which has since become known as the science of dermatology; that is, the science of altering the shape of the features by surgical or other means.

And he got his eyes on Wilfred. Those overhanging ears fascinated him. He tried to get the consent of his relatives to operate on them, but they would not give it. Such a thing was in those days considered outlandish and brutal. They would bang cousin Wilfred alongside the head with anything that came handy and think nothing of it, but they drew the line at letting a doctor whittle his ears.

Then, as Wilfred grew older, the doctor began to work upon him, and intimated that his relatives opposed it merely because, with his ears laid back, he would be the handsomest member in the entire family group.

And Cousin Wilfred was in a bad way. He didn't care very much about his personal appearance, I believe, but he was so anxious to please that it worried him greatly to refuse the doctor the request his heart was set upon. But he couldn't please the doctor without displeasing his relatives, so he whipsawed until he came of age.

Then the doctor overpowered him, and I don't wonder at it. I never saw such a man. I've seen him stand and gloat over those big red ears, and fondle them with his hands and beg Wilfred almost with tears in his eyes, to let him operate on them, just once.

So he etherized Cousin Wilfred and cut a hunk out of the back of each ear, plastered them back against his head and tied a towel around them.

At the end of a fortnight or so he removed the bandage. And you should have seen Cousin Wilfred!

The operation had only been partially successful. One ear laid back against his head in a weird, twisted fashion, but the other stood out as before, except that where formerly it had been stationary it now flopped to and fro as he walked or talked or ate. Some muscles had been severed and had failed to knit again, I suppose.

And the doctor claimed that while the operation had only been partially successful, the fact that one ear had been successfully treated sustained his theory that the work was practical. The fact that Cousin Wilfred looked a hundred per cent worse than before didn't worry the doctor any. He said that science had to have its victims, and he was certain that with another operation he could make the other lay back also.

But Wilfred was getting stubborn about it. He said he wasn't mad at the doctor, but that he didn't feel right about it, and he'd be doggoned if he'd have anything more done to his ears.

I believe, though, the doctor would finally have carried his point, but a big storm came up and blew a brick from a chimney which struck the doctor on the head and killed him.

Cousin Wilfred became despondent over his bad luck, and went out west and became a cowboy, being known as "Lop-eared Bill," and was done to death in a Mexican dance house.

And that is the story of one man whose life was wrecked by an inordinate desire to please everybody.—C. D. Strode.

Window Displays.

The success of the retailer depends as much upon his shop-window and its display as upon any other feature of his business. Many people don't buy a newspaper, therefore they don't see newspaper advertisements; some people don't even believe advertisements when they have read them, and unless you can attract the buying public's attention to your store by advertising, how are you going to interest them in your stock unless through your shop-window? And yet how few retailers understand the proper utilizing or appreciate the value of their windows!

Cleanliness is a most important feature of a window. If the shop window is an index to the store—and I have reason to believe it is—how anxious tradesmen

should be to give a good impression to all passers-by of the cleanliness of the store behind the window.

Change is the order of all things—the earth's face is constantly altering, making progress to the final perfection; change or variety is the spice of life, so that what interests passers-by to-day will not do so to-morrow. They need something fresh. Once a week, or a fortnight—the former preferred—is long enough for a window to remain unchanged. The large, successful stores of big cities change their windows weekly, and it must pay them, or they would not continue doing so. Yet there are small retailers who think they can afford to allow their windows to remain the same for ever and ever.

It pays large storekeepers to be constantly changing their windows, in two ways: firstly, because of the attractiveness of new, fresh goods, and, secondly, because the time the goods are in the window is insufficient to spoil them. Now, if it pays them to make frequent changes, it will pay you.

An attractive window display is the best and cheapest advertisement a retail merchant can have.

Trade Catchers.

During the month of December, The Adams Co. of St. Joseph, Mo., gave every tenth customer a present of his own selection equal in value to his purchase. The count was begun with a different number each day; for instance, on the first morning, it began with the first customer; on the second morning, with the fourth customer and so on.

A similar scheme was used by Moses Taylor, of Iron Mountain, Mich. Mr. Taylor gave a watch to the thirtieth purchaser each day during December. A numerical record of the sales made each day was kept and the customer who was fortunate enough to make the thirtieth purchase on the current day was presented with a serviceable nickel watch.

Politeness.

Politeness in a clerk is second only to honesty. No matter how much knowledge of the business he may have, you cannot afford to have him if he is not polite to every customer or friend of yours. If you need more than one clerk, multiply the above prescription by the desired number. There is no economy in hiring a first-class man and then hiring a cheap, bungling fellow to undo what the first-class man does. Their ignorance

and mistakes make them more expensive than the best. Courteous treatment to customers by the most experienced clerks is the hardest kind of competition to meet. Of course it is implied that the proprietors are always courteous.

Good Swift Mottoes.

Gustavus F. Swift, the late head of the great packing house of Swift & Company, Chicago, left an estate of more than seven million dollars. The original maxims which were his guide in building up a great business were:

No man, however rich, has enough money to waste in putting on style.

The richer a man gets, the more careful he should be to keep his head level.

Business, religion, and pleasure of the right kind should be the only things in life for any man.

A big head and a big bank account were never found together to the credit of any one, and never will be.

No young man is rich enough to smoke twenty five cent cigars.

Every time a man loses his temper he loses his head, and when he loses his head he loses several chances.

Next to knowing your own business, it's a mighty good thing to know as much about your neighbor's as possible, especially if he's in the same line.

The best a man ever did shouldn't be his standard for the rest of his life.

The successful men of to-day worked mighty hard for what they've got. The men of to-morrow will have to work harder to get it away.

If the concentration of a lifetime is found in one can of goods, then that life has not been wasted.

No man's success was ever marked by the currency that he pasted up on bill-boards.

When a clerk tells you that he must leave the office because it is 5.30 p.m., rest assured that you will never see his name over a front door.

The secret of all great undertakings is hard work and self-reliance. Given these two qualities and a residence in the United States of America, a young man has nothing else to ask for.—Success.

Don't Look Glum.

The man who looks as if he had lost his last friend is in no danger of being crushed by the jam of new ones unless he "cheers up." People are not going out of their way nowadays to associate with the man of mournful and melancholy appearance. They are afraid he will tell them his troubles and they steer clear of him, as they all have plenty of their own.

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.

REVENUE RULINGS.

A collector makes inquiry of the Commissioner if a cigar manufacturer can be permitted to pack 23 instead of 25 cigars in sample boxes, tax to be paid on each box as if it contained 25 cigars, and subdividing the contents by partitioning the box into five separate compartments, each compartment to contain cigars of different lengths of the same brand. He was instructed that Section 3392 R. S., as amended by Section 32 of the Tariff Act approved October 1, 1890, provides that all cigars shall be packed in boxes not before used for that purpose containing, respectively, 12, 13, 25, 50, 100, 200, 250 or 500 cigars each. And that every person who sells or offers for sale, or delivers or offers to deliver, any cigars in any other form than in new boxes as above described, or who packs in any box any cigars in excess of or less than the number provided by law to be put in each box, respectively, or who falsely brands any box or affixes a stamp on any box denoting a less amount of tax than required by law will be fined and imprisoned for each offense as provided in this section. The collector was advised that it would thus be seen that it was unlawful to pack 23 cigars in a box as proposed.

A collector submits a hypothetical case of a manufacturer of tobacco who has

purchased scraps from other manufacturers and produced a dry smoking tobacco with an apparent loss from waste and shrinkage in manufacturing. The collector states that he has ascertained the percentage of loss to be three per cent plus which he has used on Form 146 under the heading of "Material used," and he desires to be informed whether this is the proper method of applying Rule 3 on page 66 of Regulations No. 8, which allows 10 per cent of refuse scrap materials used for waste and shrinkage; also, if the same rule applies when licorice and sugar is used in making smoking tobacco. He was advised that the percentage of loss by waste or shrinkage or stems cannot be computed and inserted under the heading of "Materials used" on Form 146, but having ascertained the proper per cent for loss to be allowed under the rules on page 66 of Regulations No. 8, and having made changes in the heading under "Materials used" to correspond with the class of tobacco material, the full credit should be deducted from the total quantity of such tobacco materials used and the manufacturer held to account for the quantity remaining and whatever other materials he might have used. That it is not to be supposed that a manufacturer must account only for the quantity of manufactured tobacco which he is required under the rules to pur-

chase from the quantity of tobacco materials used; but he must also account for all the manufactured tobacco produced by him. The rules of credit established under the regulations are intended to and do cover all reasonable loss in manufacturing and form the basis upon which proposed assessments are made for deficiencies in production. In the case presented tobacco scraps were the materials used, and Rule 3 applying 10 per cent of the total quantity of such materials used should be deducted for waste and shrinkage. If licorice and sugar are used in manufacturing, the net quantities of such materials used should be added to the net quantity of tobacco to determine the total under the head of "Materials used."

A manufacturing concern state that they have on hand a large quantity of cigars in their factory premises packed and stamped, which they desire to repack and restamp in other boxes and then make claim on Form 38 for redemption of the stamps destroyed. The collector of the district asks to be advised if this can be permitted. He was informed that the applicants would be privileged to repack and restamp the cigars mentioned upon their factory premises in the presence, and under the supervision, of a deputy collector whose duty it will be

to see that the old stamps and boxes are completely destroyed; that the applicants might then make claim for refund on Form 38 submitting the certificate of the deputy collector as evidence of the destruction of the same. Their stamp account could then be properly adjusted upon the same evidence. That this action of the Commissioner is based upon the understanding, as stated in the letter of the applicants and the collector, that the cigars in question have never been removed from the factory premises.

In approving a pasteboard box for packing cheap cigars it was suggested to the applicant that a more complete compliance with the law and regulations would be had if the cover to the box was in the form of a lid so attached to the box by some form of hinge which would insure the cover and box being kept together intact until emptied of its contents and the stamp properly destroyed. That the cover of the box as submitted is liable to be separated and thrown away when the cigars are placed on sale and that as the cover contained the major portion of the stamp the package would be liable to be suspected by inspecting officers.

Some complaints have been received by the Commissioner with reference to the removal of covers from cigar boxes by dealers in a number of the largest cities, and it is stated that the law is

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

Among the Pennsylvania Cigar Manufacturers.

F. X. SMITH'S SONS.

FOUR energetic, ambitious and successful brothers are the sons of the late F. X. Smith, of McSherrystown, Pa. The cigar manufacturing business established by their father has grown and prospered under their management. Each is particularly well equipped for the department to which he



CHAS. F. SMITH.

gives his personal attention. Naturally Chas. F. Smith, the eldest, is the chief member of the firm and has the general management, in which he has the united support and aid of the others. The distribution of the firm's output is in charge of William L. Smith, and this most important branch is conducted in such a manner that seldom, if ever, is a customer lost,



PAUL A. SMITH.



PETER F. SMITH.

while new customers whose patronage is of much value are frequently added. In the manufacturing department Paul A. Smith is the head. He knows what materials and what workmanship are necessary in good cigars, and the quality of the goods which bear the factory number of F. X. Smith's Sons & Co.



WILLIAM L. SMITH.

is evidence that both in selecting stock and in superintending the making of cigars he exercises good judgment and ability. The fourth essential of a well conducted business, the clerical work, is also in good hands, those of Peter F. Smith. This combination of management—four of a kind—is hard to beat.

PORT OF NEW YORK. IMPORTS

Arrivals at the port of New York from foreign points during the week ending February 6, 1904.

Bremen.—Otto Malchow & Co., 5 bales tobacco.

Hamburg.—American Tobacco Co., 463 bales tobacco; Metropolitan Tobacco Co., 1 case cigarettes; M. L. Herzog & Co., 75 bales tobacco.

Porto Rico.—American Tobacco Co., 126 cases cigars; American & West Indies Trading Co., 29 cases cigars; American Express Co., 6 cases cigars; F. Boidia & Co., 5 cases cigars; Codiz Cigar Co., 20 bales tobacco; Dulich Bros., 6 cases cigars; DeFord & Co., 10 cases cigars; Levi Blumenstiel & Co., 37 bales tobacco; A. S. Lascelles & Co., 1 case cigars; Victor Malga & Co., 2 cases cigars; C. Mendez, 25 bales tobacco; Porto Rico Commercial Co., 6 cases cigars; Rojas, Perez & Co., 2 cases cigars; B. Raup Trading Co., 3 cases cigars; M. Rucabado, 17 cases cigars; M. R. Sprague, 17 cases cigars; Samper & Co., 2 cases cigars; C. A. M. Sola & Co., 10 cases cigars; C. D. Stone & Co., 3 cases cigars; 17 bales cuttings; West Indies Cigar Co., 16 cases cigars; S. E. Heyman & Co., 1 case cigars.

Havre.—Malus & Ware, 3 packages cigarette paper; Davis, Turner & Co., 652 packages tobacco.
Havana.—J. E. Ward & Co., 4 cases cigarettes; Havana Tobacco Co., 2 cases cut tobacco, 1 do. cigarettes.

Liverpool.—American Tobacco Co., 108 cases cigarette paper.
Alexandria.—17 boxes tobacco leaves.
Smyrna.—G. Balasouglon, 16 bales tobacco, 2 boxes do.

HAVANA TOBACCO.
Str. Monterey, arrived Feb. 1:
(683 bales.)

James E. Ward & Co. 280 bales
Jos. Hirsch & Son 266 "
L. Friedman & Co. 62 "
Rollin H. Mills 22 "
Arsenio Perez 21 "
A. Blumlein & Co. 12 "
Geo. E. Watson & Co. 10 "
O. Triana 6 "
Simon Auerbach & Co. 4 "

Str. Morro Castle, arrived Feb. 2:
(3,126 bales; 58 bbls.)

James E. Ward & Co. 1,635 bales
S. L. Goldberg & Sons 308 "
Sartorius & Co. 200 "
Jos. Hirsch & Son 157 "
J. Bernheim & Son 148 "
I. Bijur & Son 114 "
A. Murphy & Co. 80 "
F. Miranda & Co. 66 "
Mendelsohn, Borneman & Co. 62 "
Leonard Powell & Co. 50 "
Fred L. Grave 50 "
American Cigar Co. 41 "
S. Rossin & Son 39 "
Andreas Diaz 30 "
S. Ashner 30 "
M. Gins & Son 20 "
Starlight Bros. 20 "
Simon Batt & Co. 20 "

Manuel L. Alvarez 18 bales
Otto Malchow & Co. 15 "
Wm. Bader 9 "
Chas. D. Stone & Co. 7 "
E. Hoffman & Son 7 "
E. Regensberg & Son 20 bbls.
Hinsdale Smith & Co. 18 "
A. Mueller 10 "
L. Goldsmith & Co. 7 "
S. Aschner 3 "

HAVANA CIGARS.

Str. Morro Castle, arrived Feb. 2:
(594 cases)

James E. Ward & Co. 320 cases
Havana Tobacco Co. 227 "
Waldorf-Astoria Cigar Co. 10 "
G. S. Nicholas 10 "
Acker, Merrill & Condit 7 "
Park & Tilford 6 "
W. O. Smith & Co. 5 "
B. Wasserman & Co. 2 "
Chas. H. Wyman 2 "
Order 2 "
Cubin & Pan Amer. Express Co. 1 case
W. R. Grace & Co. 1 "
Barber & Co. 1 "

—The Ohio farmers are happy at last. The incessant rain for more than forty-eight hours the latter part of the week brought tobacco in case and they were able to take it down, and stripping will be the order for the next six weeks. Much of this tobacco has been sold for February delivery.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik

S. Velenchik

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
Amsterdam, Holland. NEW YORK

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



PACKING HOUSES:
Janesville,
Milton,
Albany, Wis.

Reading, Pa.

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN
Red Lion, Pa.

Maker of
High Grade Domestic
Cigars



Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

HAVANA'S MARKET ACTIVE AT LOWER PRICES.

Many Large Quantities of Goods Change Hands, with a Prospect of a Continuance of Lively Buying for Some Time to Come.

HAVANA, February 1, 1904.

Skyrockets illuminated the last week of the month of January, metaphorically speaking, as far as the market in leaf tobacco was concerned, as fully 15,000 bales have changed hands during the past eight days. This tremendous outburst of activity has caused no raise in prices; in fact, while the actual figures are reserved, it is stated, that the sales were upon a lower basis than heretofore ruling. The contractors for the Spanish regie, which had almost determined to cease their campaign for this season, finally secured 4500 bales of low grades 3d Capadura Remedios, old crops, (1900, 1901 and 1902), which the American Trust had found to be a drug upon its hands and was glad to get rid of, even at a considerable loss. One large American house saw fit to purchase fully 4000 bales of Remedios (1902 crop, first and second capaduras), and Vuelta Abajo (1903 crop), to provide for its customers' wants, seeing clearly ahead that while the 1904 crop may be abundant in quantity it may on the other hand prove of such a gummy and heavy quality that the manufacturers will be unable to use the filler part before the summer of 1905. Acting upon the same principle, the local manufacturers have also purchased largely of the light fillers of last year's crop, to be prepared if they should be unable to work the 1904 crop as early as they are in the habit of doing. The future course of the market will now depend upon the majority of the American buyers, who have not yet put in an appearance, although the sellers are still anxious to let go their holdings at more moderate prices than heretofore ruling. While the stocks are decreasing there are still some very good tobaccos to be had in the Havana market.

1904 CROP.

The news from the Vuelta Abajo and Partido sections is somewhat mixed, and while an extraordinary large crop has been grown, it is now stated by various good authorities that owing to rains and the unseasonable moist weather a considerable part of the tobacco hanging in the drying sheds may become unfit for packing purposes, and may have to be thrown away as worthless. The last news from the Partido section is that rains have ruined the growing plants in the fields, the ripe leaves of which were ready for cutting. Unless good drying weather prevails

this month all speculations as to the actual quantity are mere guess work. High winds are said to have done some injury to the plants in the open field by breaking the leaves. On the other hand the early cut tobacco, the stems of which are already dry, shows beautiful colors and is of a fine silky texture. Generally speaking there may be more wrappers this year than there were in 1903. While the crop is of better quality upon an average, that fact may not prevent some vegas from being of the temprano style or lighter and more quickly worked kind; so it is to be presumed that everybody will be satisfied. As far as Remedios is concerned the rains and moist temperature have benefited the growth in the Santa Clara province, and while the crop will not be extra large, it ought to be sufficient for the consumers who still cling to this class of leaf.

BUYERS COME AND GO.

Arrivals—Ernest Ellinger, of E. Ellinger, New York and Havana; B. J. Krausman, of Havemeyer & Vigelius, New York; Augustus Arons, of Elias Arons & Bro., Ltd., New Orleans; D. A. Ansell, of D. A. Ansell, Montreal, Canada; Sidney J. Freeman, of S. J. Freeman, New York; Fred B. Ashner, of F. B. Ashner, Brooklyn, N. Y.; E. P. Cordero, of E. P. Cordero, New York; George F. Mahn, cigar importer, Philadelphia; Rafael Alvarez, representative of the Vinda de Gener Factory, New York; Robert E. Lane, representative of the Partagas Factory, New York; I. E. Blais, of S. S. Pierce Co., Boston, Mass.; M. Mooyer, of G. S. Nicholas, New York.

Departures—Simon Batt for New York; B. Wasserman for New York; Louis G. Deschler, for Indianapolis, Ind.; Charles Landau, for Montreal; D. A. Ansell, for Montreal, via Mexico.

HAVANA CIGAR MANUFACTURERS.

The independent manufacturers appear to have no cause for complaint, as orders are arriving in increased numbers from all parts of the Globe, and they are all more or less fully occupied. The good smoking qualities of the 1903 crop have at last convinced the smokers that it is not alone the appearance of the wrapper which determines the taste of a cigar, and that the aroma of the filler leaf is of more importance in its composition. Many of the independent manufacturers have been compelled to purchase largely to replenish

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

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Commission
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and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I. HAVANA, CUBA

Established 1860

El Rico Habana Factory
INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73. Cable: Chaoalva. Havana, Cuba.

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Growers and Packers of

Vuelta Abajo and Partido Tobacco
PRADO 125,

HABANA, CUBA.

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NARCISO GONZALEZ.

VENANCIO DIAZ, special.

Sobrinos de Venancio Diaz,

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G. W. MICHAELSEN.

H. PRASSE.

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SHIPPERS OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

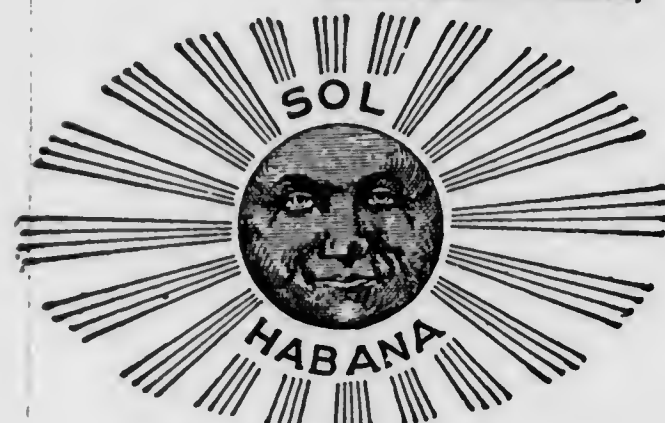
L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
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SOL and
LUIS MARX

Consulado 91, HAVANA.



La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

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P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
CROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

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Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
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Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
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Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana
Cable: ONILFVA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
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(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Habana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

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Write for Sample Card and Price List to Department W

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Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
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Havana Office: ANGELES 10,
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Are Earning Fat Dividends
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belt of the South, and a location can be given you from
which, within a radius of one hundred miles, you can draw
every grade of tobacco, including the finest Shade Grown
Sumatra.

If you want to come South for any reason, ask for
our literature; if you want to locate a factory, ask for our
special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.,
SEABOARD AIR LINE RAILWAY.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

their decreasing stocks. H. Upmann & Co. are working under full pressure. "Sol" has more cigars on hand to fill than at any time for the last three months. Behrens & Co. increased their business largely in the United States and Canada, where their "Sol" and "Luis Marx" brands are constantly called for. "Ramon Allones" receives deserved recognition through increased orders, thanks to the excellent material employed by Rabell, Costa, Vales & Co. "Tomeo and Julieta" is gaining daily in appreciation by smokers of fine cigars all over the world. Jose F. Rocha, of the "El Crepusculo" factory, was compelled to purchase 500 bales more of Vuelta Abajo this week to meet the increased demand for the cigars of this factory. "El Rico Havano" of Enrique Dorado & Co. is steadily gaining new friends in the United States and Canada.

BUYING, SELLING, ETC.
I. Benheim & Sons purchased 2000 bales of first and second capaduras of Remedios (1902 crop only), the pick of a large holding; also 1000 bales of the Santa Clara packing (1902 growth) of Vicente Muniz. Besides, they acquired 1000 bales of Vuelta Abajo (1903 crop) for their particular customers. They sold 750 bales of their choice holdings of Vuelta Abajo (factory vegas) to some of the local manufacturers. As their large San Jose warehouse was not sufficient to store all their stock of leaf, they have just rented the large and commodious building in Carlos Tercera 181-185 (previously occupied by Jose Suarez & Co.), with a storage capacity of 7000 bales, where they are stripping from thirty to forty bales per day. Sobrinos de A. Gonzales purchased 4500 bales old Remedios for the Spanish regime to be shipped the 20th of this month for Coruna and Santander.

H. Upmann & Co. shipped 450,000 cigars this week and purchased 600 bales of various kinds of leaf. Manuel Martinez (better known as "El Bolero") bought 1600 bales of Vuelta Abajo. This means that he has not retired from business and that he intends to be active again after his prolonged sojourn in Spain.

B. Wasserman left highly pleased with his stay in Havana. Garcia, Vega & Carcaba are very busy in their stripping factory, San Miguel 84, not alone for their own factories in San Augustine, Fla. and New York, but also in attending to stripping for some of their Chicago friends. They purchased 150 bales of Vuelta Abajo for use in their San Augustine factory this week.

Alberto S. Valdez, of Atlanta, Ga., is making good headway, as he has acquired another good-sized vega of Vuelta Abajo from Aixala & Co. D. A. Ansell, of Montreal, secured some good vegas of Vuelta Abajo, Partido and Remedios.

B. J. Krausman commenced buying several hundred bales of Vuelta Abajo for his house of Havemeyer & Vigelius, and bought them at the right price, too. Simon Batt accomplished his object in coming to Havana by stocking up with 500 bales of choice Vuelta Abajo fillers to supply his "La Verdad" factory. Leonard Friedman & Co. have been very busy this month buying and selling 1500 bales of various kinds of leaf. Leslie Pantin secured some extra heavy choice fillers of the 1903 Vuelta Abajo crop for his customers.

Charles Blasco is keeping in the swim, buying constantly for his friends upon a commission basis only. The principal sales were:

	Bales.
Cuban Land & Leaf Tobacco Co.	6500
Bruno Diaz & Co.	800
Rufino Cano	600
Jose Menendez	600
Sobrinos de A. Gonzales	500
A. M. Calzada & Co.	500
Rodriguez Bautista & Co.	350
Cifiente Fernandez & Co.	300
Leonard Friedman & Co.	200
Loeb Nunez Havana Co.	150
Muniz & Gonzalez	1000
Aixala & Co.	700
A. Pazos & Co.	550
Anto. Suarez	350
Jose F. Rocha	300
Suarez Hnos.	150
Walter Himml	150
Sobrinos de V. Diaz	150
Rabell Costa & Co.	100

Receipts of Tobacco from the Country.		
	Week Ending Jan. 30.	Since Jan. 1.
Vuelta Abajo	26	780
Semi Vuelta	—	8
Partido	53	680
Matanzas	1	1
S. Clara & Remedios	252	2,993
Santiago de Cuba	227	242
Total	744	4,722

Our Washington Letter.

Southern Tobacco Men Urge the Adoption of Pending Legislation for the Relief of Tobacco Growers.

Washington, D. C., Feb. 6.—The House Ways and Means Sub-Committee on Internal Revenue on February 4 heard a delegation of Southern tobacco growers in favor of the pending bills for the relief of growers by allowing them to stem and twist their own tobacco for commercial purposes without the payment of internal revenue tax. Those appearing included C. E. Baker, of Pembroke, Ky., president of the Farmers' Club of that place; C. H. Fort, president of the Tobacco Growers' Association of Robinson county, Ky.; C. P. Warfield, of Clarksfield, Tenn.; B. E. Cooper, of Hopkinsville, Ky., also Representatives Gaines, of Tennessee; James Smith and Stanley, of Kentucky, and W. W. Kitchin, of North Carolina. Mr. Kitchin introduced Col. J. S. Cunningham, president of the North Carolina Growers' Association. The hearing attended on page 24.)

Importers of
J. & E. Cranz, *Sumatra Tobacco,* *New York* *Amsterdam.*
144 Maiden Lane. Brascah.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio Havana Cuba



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SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	Le Flor de Ynciao	Manuel Garcia Alonso
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La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

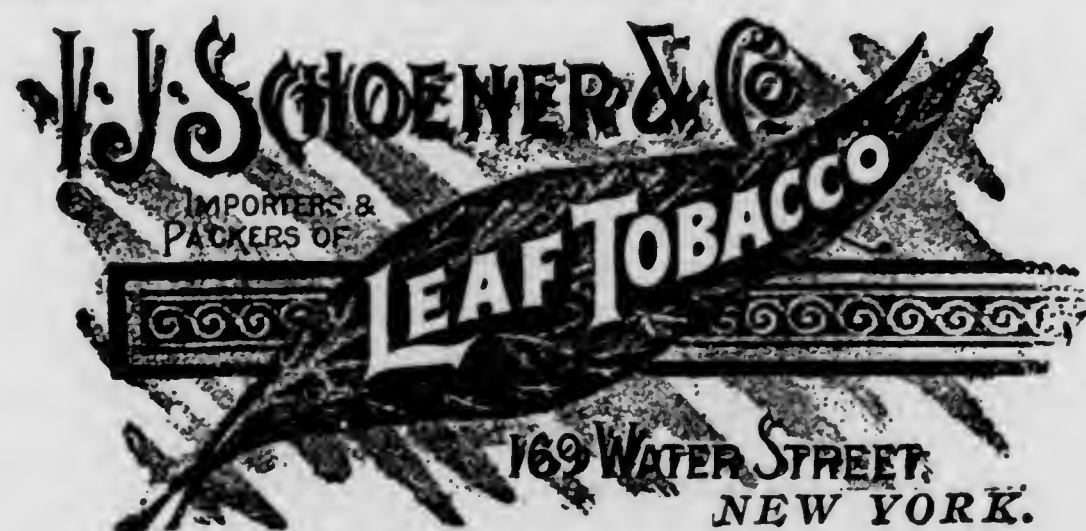
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CABLE ADDRESS "TACHUELA"



169 Water Street,
NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE,
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Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

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L. SCHMID & CO.

Importers of

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No. 138 Water Street, New York

Established 1840.

Cable "Nanyll."

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Importers of Sumatra & Havana Tobacco
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CIGAR LEAF TOBACCOS,

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JOS. S. GANS

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JEROME WALLER

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Importers & Packers of **Leaf Tobacco**

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HAMBURGER, BROS. & CO.

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Port Rico,
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Importers of HAVANA
and Packers of LEAF TOBACCO

197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

The late Solomon Gershel was seventy years of age, and had been in the leaf business in New York since 1870 with his brother, L. Gershel, at 191 Pearl st.

Retail dealers, purchasing from jobbers, to the extent of 100 pounds or more, of any of the American Tobacco Company's listed brands of manufactured tobacco, or Old Virginia Cheroots, or any assortment thereof, now receive from the company checks for an amount equal to one cent per pound.

Now that the dates of the 1904 Sumatra inscriptions are known, many leaf dealers are securing steamship accommodations on various lines. The inscriptions in Amsterdam will be held March 11 and 18, April 9 and 15, May 6 and 14, June 3 and 10, and July 1 and 8. Those in Rotterdam will be held March 25 and May 28.

The United Dealers' Cigar and Tobacco Company has elected Jacob Horwitz president, H. B. Cohen vice president, M. Katz treasurer, and A. Walkup financial and recording secretary.

Emile Bondy and Richard C. Bondy will for the present manage the business of Bondy & Lederer. The funeral of their father, Charles Bondy, occurred last Friday.

Chas. H. Storm, residing at Columbus avenue and Eightieth street, has filed a petition in bankruptcy, with liabilities of \$77,967 and no assets. The liabilities are all on account of indorsing notes of the Khedivial Company, manufacturer of cigarettes, at 278 West Broadway, of which he was formerly president and which company has recently compromised at 30 cents on the dollar. The liabilities are chiefly to the Market & Fulton National Bank, \$29,902, secured; German Exchange Bank, \$20,000, secured; Hibernia Banking Association of Chicago, \$22,653, secured, and Aaron Guedalia, \$5,212, secured.

A petition has been filed by Julius Lobenstein against William E. Houtain, owning two Brooklyn cigar stores, one at 1237 Bedford avenue, and the other on Clermont avenue, asking that Houtain be adjudged an involuntary bankrupt.

Schedules in the assignment of Oscar Forster & Co., cigar manufacturers, at 322 East Fifty-sixth street, show liabilities \$1,196, nominal assets \$354 and actual assets \$198.

Thistle, Cortada & Co., manufacturers of cigars at 70 Pine street, called a meeting of their creditors, which was held at the office of Einstein, Townsend & Guiterman at 32 Nassau street. Their liabilities are about \$10,000 and assets \$1,700, and an offer of 15 cents on the dollar was accepted by nearly all the creditors. Mr. Guiterman stated that the trouble was caused by the failure of Sutter Bros., tobacco dealers of Chicago. The firm started in business on April 1, 1902, and Mr. Thistle was also in the retail cigar business uptown.

The law forbidding desecration, mutilation or improper use of the national flag, passed by the State Legislature last year, was declared unconstitutional last week in the Appellate Division of the Supreme Court in so far as it relates to the use of the flag for advertising devices and on trade labels. The case grew out of the sale of cigars in boxes bearing labels which included the national flag in the design.

The February dividends of the American Tobacco Co. amount to \$1,915,000.

In view of the recent failures in the tobacco trade, the following extract from a paper recently prepared by S. G. Rosson, of Cincinnati, for the Credit Men's National Association Bulletin is of especial interest:

"At the last annual meeting of our Association in St. Louis a resolution was offered providing committees for the purpose of inquiring into different systems seeking the patronage of credit men. In the discussion, mention was made of the fact that the New York Association had caused the arrest and imprisonment of an individual who was simply victimizing credit men, one at a time, each not knowing the experience of other victims. It appeared the resolution desired to rid us of such leeches, and their name is legion.

"It is my belief that a lack of facts causes more unwise credits than all other elements. Ninety days ago, owing to the tendency of a certain account as

shown by our ledger, I took precaution to revise our reports before filing an order, although we had sold the account for years. I used all our sources of information and made an effort to secure all trade information possible, but could only learn of three houses selling him and only found \$600 owing, outside of ourselves, with nothing past due. One agency placed his liabilities at \$2,000 only and rated him \$5,000 to \$10,000, while another agency generalized favorably as to his assets and liabilities, and rated him \$3,000 to \$5,000. I did not find sufficient corroboration of my fears to convince me that I should decline the order, but on the contrary that I should O. K. it, which I did.

"In sixty days the debtor failed; assets, \$5,000; liabilities, \$9,000—all merchandise creditors and about \$5,000 past due. Had we creditors found each other earlier, myself, and most likely other victims, would have one loss less in our department this year, and very likely the debtor would have gotten no more goods than he could pay for—certainly the victims would have been fewer and for less in amount.

"Does this not indicate we need more facts than we have, and does it not illustrate just where the needed facts are—in our ledgers.

"It is within our own power absolutely, and if we will bind together, and be honest with our own fraternity, we can expose our debtors' liabilities, manner of dealings and financial health. It is not so hard to learn their assets. They can be seen. The debtor is more proud of them and does not guard them with the same secrecy as unfavorable liabilities."

A warning to cigarmakers in New York, and everywhere else in the country, as well, who use counterfeit union labels is given by a recent judicial decision in San Francisco, in an action brought by the Cigarmakers' International Union of America. Charles Mattheas was convicted and was given his choice between paying a penalty of \$450 or spending 225 days in jail.

The decision of the court is the climax of an old case brought against Mattheas by the local branch of the Cigarmakers' International Union of America. Suit was brought in 1893 against Mattheas by Thomas F. Burns, president; George W. Van Gulpen, secretary, and George Furstenofer, treasurer, of the local union No. 228. They alleged in their complaint that Mattheas was selling cigars whole-

sale and the boxes bore the union label in counterfeit. The cigars were, therefore, sold throughout the Pacific Coast as union made cigars and for that reason they had a ready sale, while the fact was they were non-union goods, sold through the trick of a bogus label. The union label was shown in court to be copyrighted.

More than ten years ago the court issued a permanent injunction against Mattheas, restraining him from issuing the false union label or selling boxes of cigars with that counterfeit on them.

The Cigarmakers Union discovered last year that Mattheas was violating the injunction and order of court by selling cigars with counterfeit union labels. Three specific instances were found, and the officers of the union went into court to have him punished. The union proved that the injunction had been violated and the result of the trial was a conviction of the cigar merchant, who sought to increase his business by selling non-union goods as union made cigars.

Two bills before Congress which were quoted in The Tobacco World last week, with comments by John R. Young, of Philadelphia, were looked upon by leaf dealers and cigar manufacturers in this city in the same way that they were by Mr. Young—as being a menace to the interests of both those classes. Since then, however, another bill for the relief of tobacco growers has been introduced and, as it is free from clauses inclusive of cigarmaking, it is not open to the objections which the others were. This bill was introduced on February 5 by Mr. Hood and reads as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

"That it shall be lawful for any person to buy and sell tobacco unstemmed and in the leaf without license or payment of any tax of any kind.

"Sec. 2. That it shall be lawful for any person to sell tobacco in the hand or in the leaf, or stemmed and hand pressed, or hand twisted or hand pressed, without license and without the payment of any tax of any kind.

"Sec. 3. That this bill shall take effect and be in force from and after its passage."

MANUFACTURERS

who want to deal with the Wholesale and Jobbing Trade

Should Have a Copy

of our

Tobacco Trade Directory
AND
Ready Reference

It contains not only a list of the Wholesale Dealers and Jobbers, including wholesale Cigar and Tobacco Houses, wholesale Grocers, wholesale Druggists, wholesale Liquor and Confectionery Dealers throughout the United States, but it also gives the Names of the Managers of the Cigar and Tobacco Departments of the principal wholesale houses; something that was never done before.

The Price is only One Dollar.—Send for it Now.

TOBACCO WORLD PUBLISHING CO.,
224 Arch Street, Philadelphia.

SOLICITORS' SOFT SNAPS.

Well Paid by State of Maryland for Very Little Work.

Annapolis, Feb. 8.—Governor Warfield has received a communication from State's Attorney Albert S. J. Owens of Baltimore recommending the abolition of the State tobacco warehouse business as now conducted by the State. The letter from Mr. Owens was accompanied by a copy of the testimony taken before the Grand Jury at the time of its investigation of the affairs of the State tobacco warehouse, and also with an order of the Criminal Court of Baltimore, signed by Judge Daniel G. Wright, authorizing Mr. Owens to transmit the evidence to the Governor.

The letter of Mr. Owens comes as the result of his investigation into the methods of the warehouses, which was recommended by the last September term of the Grand Jury. It will be remembered that that body rather severely criticised the affairs of the warehouses, and embodied in their report at the end of the term a recommendation that the State retire from the tobacco warehouse business.

Mr. Owens, in his letter, reaches the

same conclusion, and recommends either that the whole tobacco warehouse law be revised or that the tobacco warehouse system be abolished.

The business methods of the warehouses also came in for severe criticism on the part of the Grand Jury, who intimated in their report that several men on the payrolls of the warehouses as "solicitors" did not, in fact, perform any particular duties, and were not responsible to any management. It was further stated that these men were not legally engaged, as there is no provision under the law for the employment of "solicitors."

The report of the Grand Jury created

SPECIAL NOTICES
(12½ cents per 8-point measured line.)
FOR SALE AT A BARGAIN.—Second hand Dieless, Daisy, and Kelle-Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-11

FOR SALE.—A complete scrap factory with all the latest improved machinery, including a Hurricane Drying Machine made by the Philadelphia Drying Machinery Co., and a 60 gallon Jacket Kettle. Will sell as a whole or in parts. The Drying Machine would suit a large cigar factory for drying fillers. For further information, Address Box 149, care of The Tobacco World, Philadelphia. 2-10-21

considerable comment in political circles throughout the State, as the tobacco warehouses have always furnished desirable berths for the "faithful," and the members of this fraternity were immediately up in arms against the Grand Jury's denunciation. What will be the result of Mr. Owens' recommendation in this direction remains to be seen.

The allegations made by the Grand Jury with regard to the employment of the "solicitors" have been variously

contradicted by parties interested in the warehouses, but so far no explanation of the fact that the valuable property of the State yielded an annual income of only about \$400 a year has been made. The only excuse for this state of things that has been given is that business has been bad and competition destructive. The chief competitors of the State in the tobacco warehouse business are those owned and opened by the Baltimore and Ohio Railroad.

JOHN W. MERRIAM & CO.

MAKE



Pure Habana Segars

THAT SELL
"At the SIGN of the BULL DOG,"
New York.

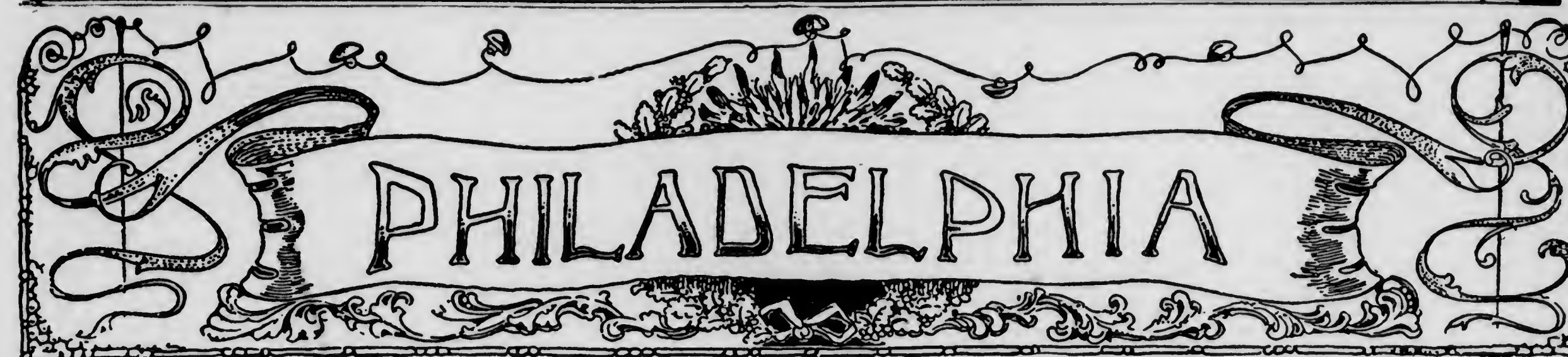
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

T. L. ADAIR, Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.



LOSSES IN BALTIMORE.

Philadelphia leaf dealers, with a few exceptions, luckily escaped actual loss or delay of settlement of accounts in consequence of the Baltimore fire. Inquiries in North Third street yesterday resulted in the information that a majority of the houses there had no business connections in Baltimore. Lewis Bremmer's Sons, K. Straus & Co. and H. Dolinsky, however, are creditors of several Baltimore concerns, but as the Baltimore leaf tobacco district was not included in the section burned over, the tobacco interests of that city were not as seriously injured as were many others. L. P. Kimmig & Co. were fortunate in having a large claim against a Baltimore house settled only a few days ago.

LETTER FROM BALTIMORE.

J. S. Batroff, the Arch street tobacco broker, is in receipt of a letter from George W. Gibson, of Sneeringer & Co., Baltimore, giving a highly interesting account of Mr. Gibson's personal experiences during the great fire. Sneeringer & Co. was the only leaf tobacco concern which escaped loss either by fire or water, and was saved only by the dynamiting of the buildings on the two corners opposite. The firm's books and papers were removed a block away but were returned three hours later. "On arriving home about 7 p. m. Sunday," writes Mr. Gibson, "I found that the wind had changed and was blowing in the direction of my home. You can imagine my feelings then, while looking at a flood of fire that lighted up the heavens for miles. The wind changed again and the fire was driven towards the water front, where it was controlled."

SELLING IMPORTED CIGARS.

A somewhat larger trade is now done in imported cigars in Philadelphia than was the case before the new Cuban treaty went into effect, but the majority of the smokers here stick to the good old local brands, which are their favorites, Sabrosos, Vespers, Cincos, Manetos, La Flor de Philadelphia and Alan Dales. Many smokers who deny themselves nothing good which doesn't cost considerable money have recently tried the new brands of imported cigars, selling at two for twenty-five cents, and have declared

them no better than the standard Philadelphia nickel goods. After all, "it's all a matter of taste, as the old woman said when she kissed her cow." Old brands of imported cigars which have sold at \$22, \$21 and \$14.50 respectively are now selling at \$21, \$19.50 and \$14. The various Rectiprocity cigars, of the same size as cigars formerly costing \$14, now go to the dealer at \$10.50, giving the dealer a fair profit in selling two for twenty-five cents.

MONEY FOR MISSIONS.

At a meeting of P. E. clergymen of Philadelphia, held Monday, a suggestion that the rectors and curates go without smoking during Lent and give to the mission fund the money saved was made.

"Judging from samples of cigars and tobacco handed to me by Episcopal clergymen, I think there would be no personal sacrifice in suspending their use. All they cost would not make much of a thud as it dropped into the missionary box," said the Rev. Dr. Herman L. Duhring, superintendent of the Protestant Episcopal Mission on Spruce street. "The poor preachers who seek the solace of the weed have trouble in stretching their lean purses to cover the smoke item. The rich are the ones who should curtail their cigar bills in Lent. Men of the Clover Club and Union League class, who strike a match to 25 or 50 cents every half hour or so, are the fellows we want to get after with our missionary boxes. Instead of permitting the preacher to cut out his tobies, these men might club together and add 25 per cent. to the preacher's salary. They would hear better sermons. The Episcopal Church wants to raise \$120,000 in its Sunday schools during Lent for missionary purposes. If the rich men will smoke a few less cigars and swell that fund by \$25,000 the preachers can continue to enjoy an occasional cheap smoke if they want it."

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of January were for—

Cigars	at \$3.00	40,662,887
"	54	30,000
Cigarettes	" 54	262,000
"	" 1.08	3,218,250
"	" 3.00	16,000
Snuff	" 06 lbs.	347,815
Tobacco	" 06 "	1,016,970

ODORS FROM CONDUCTORS.

Although no reflection on the personal cleanliness of the street-car conductors probably was intended by whoever wrote a notice which is conspicuously posted in the cars of the Philadelphia Rapid Transit Company, the fact remains that those long suffering servants of the public have a genuine grievance against that individual, who evidently failed to be properly taught in his school days concerning how to use pronouns as the subjects of sentences. The notice reads as follows:

"Conductors should not permit cigars (lighted or unlighted) cigarettes or pipes, to be taken into the car. They emit a disagreeable odor, offensive to passengers."

Besides distinctly charging the conductors with being the reverse of perfume-sachets, the notice shows other evidences of faulty construction in use of the English language. However, the way the company's literary bureau is conducted is about on a par with the manner in which the company serves the traveling public, and there is perhaps some little consistency in having all of its principal employees show corresponding incapacity.

GROCERS' BOX TRADE.

Very probably in no other city in the country is the business of the man who deals exclusively in cigars, tobacco and other articles needed by smokers interfered with so much by the keepers of grocery stores as is the case in Philadelphia.

A cigar dealer who is recognized as one of the representative men in the trade in Philadelphia stated, in conversation a day or two ago, that the grocery stores did the bulk of the box business here. There were, he said, several reasons for this.

In the first place a sensible married woman, having made up her mind that to try to prevent her husband from smoking was useless, would often adopt the plan of "keeping tabs" on the extent to which he smoked, and—to keep him from having any excuse for kicking—would say: "Now, dear, I don't want to deprive you of any pleasure smoking gives you. Smoke all you please and smoke any kind of cigar you please; but don't be extravagant by paying more than is necessary. Our grocer sells cigars and

can buy any kind his customers want. He is satisfied with a small profit and says he will charge only fifty cents a hundred more than they cost him. Don't you think it will be wise for me to order a box tomorrow. Then you'll not have anything to pay for cigars until the end of the month and you'll be saving a dollar or two on every hundred."

What can the poor man do? The argument sounds all right; but he knows, and his wife knows—though neither says anything about it—that the latter will be establishing herself as boss of his smoking. About three a day, with an occasional extra smoke in the evening if he is real good, is all she will allow him. A fifty-box will have to last him over two weeks and a hundred-box will have to last nearly, if not quite, a month.

Why does this condition exist in Philadelphia more than in other cities? The explanation is simple. In nearly every other city, no matter how much smaller it may be, the proportion of credit customers whom corner grocers have and consider perfectly sure pay, is far less than it is here. The average Philadelphian doesn't move nearly as often as the average New Yorker and, even when he does move, he has no difficulty in giving references which make his credit good at a new grocer's. If he can convince a new grocer that for five, or ten, or twenty years he has paid his household bills promptly, he immediately establishes credit for himself. In New York and very many other cities the population is constantly on the move. In New York, especially, a grocer's customers are almost wholly changed every few years, and credit customers are not encouraged to increase their liabilities by having boxes of cigars charged. Here, however, grocers run much less risk and not only countenance, but encourage, the including of boxes of cigars in household expenses.

MOSTLY PERSONAL.

"Did I pay you for this cigar?" asked a customer in an Arch street store after having so long a chat with the salesman that about half the cigar had been consumed. "I'm not sure," was the reply, to which was added "You can tell, can't you?" And now the customer doesn't know whether to feel sore or compli-

If you want a **LEADER**

in **UNION-MADE CIGARS,**

WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

mented over an intimation that he could tell to a nickel or a dime how much money should be in his pockets.

Edward G. Dunlap has started on a long western trip for Arguelles, Lopez & Co.

A sale of about sixty bales of Sumatra opened this week very satisfactorily for the Loeb-Swartz Co.

Albert Calisch is the new representative of the Cortez Cigar Co. in this district, succeeding James Batterson.

Two Philadelphia concerns are said to have suffered losses through the \$200,000 failure of L. Kuttner, the Detroit leaf dealer.

Charles T. Talley, who does a large leaf business in Edgerton, Wis., has been visiting his friends in this market the past few days.

Joseph Wertheim, of Lovera & Co., of New York, was here recently introducing the firm's new Philadelphia representative, Mr. Bushell.

B. Labe, Sr., who has been abroad nearly a year, very possibly may stay until the 1904 Sumatra incursions are over. Jacob Labe, of B. Labe & Sons, is on a western trip.

William S. Stevenson, secretary of Henriquez, Stevenson & Co., will for the balance of the season have personal charge of the firm's factory at Tampa.

Julius Vetterlein is in Wisconsin, on a leaf purchasing trip; Morris D. Neuman is on a Western tour, as is S. C. Jeitles, of Jeitles & Blumenthal; Ventura Blanco leaves this week for Havana.

The Vicente Portuondo factory had to be shut down for a day recently owing to an accident to the electric power. At this factory business is so good that orders cannot be filled as promptly as customers wish.

In M. J. Dalton's store at Thirteenth and Arch streets an advertising novelty company has placed a Philadelphia city directory and a directory desk, the latter being made to correspond with the elaborate fittings of the store. The book is

fastened in place in a sunken compartment, which protects it from injury through careless use, and this compartment is surrounded by small advertisements.

E. M. Schwarz & Co., of New York, have taken a lease of the Manuel J. Portuondo factory at 514 Pine street and Charles P. Mullen, President of the company which they succeed, is preparing to open a new factory.

A new Philadelphia cigar factory is that of Mahlon Shelly, just opened at 1307 North Eighth street. Mr. Shelly starts in with five hands. He will make the Adult cigar, to sell for ten cents, and the Title and the Shelly, each selling for five cents.

In advertising the Cosmos cigar Fauth & Ogden are giving away some particularly well made cardboard and quill cigar holders. The colors are varied and vivid and one is of a shade of green which will make the holders of that hue highly popular on the Seventeenth of March.

Julius Hirschberg has purchased the D. W. Dortch plantation, consisting of 200 acres of fine timber land. This property joins Messrs. Hirschberg and Rosenberg's Lake Jackson plantation, which consists of about 1,000 acres in one body. They will have a sawmill in operation on the place in a few days cutting timber for their tobacco shades. —Tallahassee Capital.

Chesler D. Potter, who is arranging for publication a catalogue of Pennsylvania's industrial and manufacturing exhibits at the St. Louis Fair, requests intending exhibitors to forward descriptions of exhibits to him at Room 777, Real Estate Trust Building, by Thursday of next week. These descriptions are to be of readable quality, free from advertising display and not to exceed 300 words in length.

As already announced in The Tobacco World, F. V. Eshleman, of 1600 Arch street, cigar manufacturer and dealer, has registered the word Archon for a brand of cigars; and the Archon cigar will soon

appear on the market in a particularly attractive package, part of which will be a copyrighted label originated and designed by Miss Eshleman. From the oval center of the label, where the word Archon appears in a unique and wholly original blending of colors, sun rays extend to the four sides and the corners, and in each corner is a wreath of gold surrounding the words "Clear Selected Pure Leaf." The outside labels and the flap and seals correspond in design and colors with the inside label.

PHILADELPHIA LEAF MARKET

Inquiries for stock have been numerous the past week, but few deals have been closed, and sales have been light.

EXPORTS:

Liverpool, 50cs plug tobacco; Antwerp 15 hhds. tobacco, 57cs plug tobacco; Amsterdam, 19 hhds. tobacco; Antwerp, 92 tons tobacco.

COTTON AND TOBACCO.

Why South Carolina Farmers Will Make Change of Crops.

Columbia, S. C., Feb. 6.—The prices paid for tobacco during part of the season of 1902 and 1903 compare favorably with 10-cent cotton, but it is now known to all that these prices, which were fabulous, were the result of a fight, without quarter, between the English and American trusts and not based upon the law of supply and demand as some at that time contended. While this fight was on the nifty speculators or middle men, who have always done much to keep up prices, thought they saw a golden opportunity to buy a stock and unload with a profit on one or the other of the warring factions, on the assumption that one would buy it to keep the other from getting it. But this fight was of short duration and when the two great concerns arrived at an amicable settlement and got on a friendly working basis, it placed them virtually in absolute control of both the raw material and manufactured product of the world. This of course left the speculators with high-priced stocks on hand and at the mercy of the trusts. It is needless to add that in most cases they are still being held. The crop of 1902

was one of the largest and best in the history of the industry, making a surplus of good tobacco. Then the present crop (1903) bid fair at one time to give another surplus, but this has turned out shorter than they expected and especially on good tobacco. Now, we can readily see the situation at the beginning of this (tobacco) year. The speculator being eliminated, we started out with virtually two buyers on each market and they are on a friendly working basis. The most natural thing under the circumstances happened—low prices for raw material and better prices for the manufactured articles, in order to make back some of the losses incurred during the fight of the previous year. The crop, too, this year in this State and eastern North Carolina has been the poorest ever raised. This with the exceedingly low prices put the product considerably below the cost of production, with the exception of a few planters who were fortunate enough to make good crops and hold until after the advance in the late fall. When cotton was selling around 4½ and 6 cents, tobacco was as low then as it has been this season, but the crops were fine and the general average and yield good. This season both have been poor, with cotton at almost unheard of prices. While the tobacco market now is in good condition as to prices, yet cotton continues to go higher. The result will be that a great majority of the planters throughout the cotton-tobacco belt of the Carolinas will go back, this year at least, to their first love—cotton. A conservative estimate on the tobacco crop this year in this State and parts of North Carolina will be about one-third of last year's acreage, and this will be confined to sections where the planters have good local markets. The general effort of this curtailment of the crop will be beneficial to the trade and the planters. The surplus will be used up—the speculators will be able to unload and possibly a considerable shortage facing the big concerns for another year. This should place the trade in a healthier condition to start with another season than has existed for several years.

—The Bluegrass Tobacco Company is to build a \$12,000 warehouse in Lexington, Ky. The capital stock has been increased from \$30,000 to \$50,000.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



**H. H. MILLER,
LEAF TOBACCOS**

Light Conn. Wrappers and Seconds

SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

**WALTER S. BARE,
Packer of
Fine Connecticut Leaf**

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

**B. F. GOOD & CO.
PACKERS AND
DEALERS IN Leaf Tobaccos**

145 North Market Street
LANCASTER, PA.

**J. W. BRENNEMAN,
Packer and Dealer in**

**Leaf Tobacco
Packing House,**

Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Z'mmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.

**W. R. COOPER,
PACKER OF
Penna. Broad Leaf**

AND DEALER IN ALL GRADES OF

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke Street,
LANCASTER, PA.

**J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO**
138 North Market St.
United
Phones **LANCASTER, PA.**

**CHAS. TOLE & CO.
Packers
of Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

**Truman D. Shertzer,
Packer of
and Dealer in Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE, **LANCASTER, PA.**

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster.

PRICES and WORKMANSHIP will Compare Favorably with Any in the State.

CIGAR BOXES and SHIPPING CASES,

LABELS, EDGINGS and RIBBONS,

Cigar Manufacturers' SUPPLIES of All Kinds.

Daily Capacity, Five Thousand Boxes.

**J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.**

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'f'rs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

We Can
Save You Money.

The Sternberg
M'f'g Co.

1546 West Third Street,
DAVENPORT, Iowa, U. S. A.

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF

Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

Trade-Mark Register.

BROTHER LUKE. 14,337
For cigars. Registered February 4,
1904, at 9 a. m., by John G. Muma,
Lititz, Pa.

THE SPARK PERFECTOS. 14,338
For cigars. Registered February 4,
1904, at 9 a. m., by F. Hartmann &
Son, Philadelphia, Pa.

TITLE. 14,339
For cigars. Registered February 8,
1904, at 10 a. m., by Mahlon Shelly,
Philadelphia, Pa.

ADULT. No. 14,340
For cigars. Registered February 8,
1904, at 10 a. m., by Mahlon Shelly,
Philadelphia, Pa.

SHELLY. 14,341
For cigars. Registered February 8,
1904, at 10 a. m., by Mahlon Shelly,
Philadelphia, Pa.

HOTEL ZIMMERMAN. 14,342
For cigars. Registered February 8,
1904, at 10 a. m., by Gresset Bros.,
Richmond, Va.

UNION BRIDE. 14,343
For cigars. Registered February 8,
1904, at 10 a. m., by J. F. Albright,
Ephrata, Pa.

REJECTIONS.
Carmo, Royal Club, American Chief,
Farmer, Brandywine, Panama,
Betsy Brown, Union Maid,
Zion, Marguerite.

CURRENT REGISTRATIONS.
Trade Marks Recently Registered in
Bureaux other than that of The
Tobacco World

Nunbetta, In Every Man's Pocket,
Kitchen Club, Two Thirty-One, East Jef-
ferson, Frank Nicolini, High Miffin,
Commerce & Labor, Enrico Caruso, La
Primadora, Billy Lee, Flying Fish, Cloo-
hopper, La Semiramis, La Engla, La
Artenio, El Corazon de Cuba, La Arteria
de Cuba, El Dextero, Robert Hunter,
Don Basilio, King Tiger, Nedjid, Great
Lakes, Epauettes, Folly, Manhattan
Royal, Belle of Clifton, Davie's Best
Smoke, Fort Stanwix, Arpad, Sin Maniti
Brevia, Santa Humo, Patch-work, Auto-
Sell, Plenaria, Seal of Berks, Feather
King, San Elavo, Pardeerettes, Eleven-
Thirty Seven, Tr de Boomer, J. Frank
Handley, El Hercolit, Caronade, O. Z.
N. A., Mountain Climber, Duck Town
Sports, Kentworth, El R-cipro, Wagner's
Palmetta, Hiram Walker, Walker Im-
perial, High Spade, Identity, Robinetta,
Bob Hall, Masova, Zipote, La Gava, King
Cobra, The Evening Wisconsin, Smiling
Cavalier, Captain Harrington, Naughty
Fly, Rustic Bridge, The Dempster Mill,
Joshua Reynolds, Incense, Abenaki
Indian, Coronadonia, Conway Pony, H.
L. C., Sir Reynard, Csicos, Aerie of the
Eagles, Don Juan Bazin, Colonial Gov-
ernor, The Old Fall Bridge, Cox and Har-
ris Club House, Mexican Tiger, Back
Panther, Havana Taste, The Humiliton
Rifles, Centennial State, Black's Favor-
ite, One Hundred Thousand Club, W. en
in Doubt, Min retexit, El Carol de Prima
Clasa Havana Havana Stou's, Puesta
del Sol, Tyrene Power, Marc's Mundo,
Imperio del Mundo, Cuba Next, Cuba
Annexed, Ente t in You, Me and John,
Auto-Take, Auto Please, Mina de Oro,

Cuban Auto, Magnetica de Cuba, A. P.
i., Operosa, Gallant Artiste, Reading
Favorite, Dandy, La Gerundio, Nistalina,
Fry Gerundio, La Girondina, El Deismo,
Walls Court, Nargleh Claverly 10c Ci-
gar, Hunry Seven Hunting and Fishing
Club, La Fumante, The If Club, Foraker
Club, Florde Lozano, Key West Blunts,
The Goversville P. O. Cigar, Calumet,
Mercury's Foot, Bryson, Bryson Girl,
Joiner, King of Codor, The Geometry,
The Hartford New Stone Bridge, Black-
log, James Smithson, Bellatana, Stone-
leigh Court, La Vernita, Araret, Fairy
Princes, Vienna Beauties, Proletario, La
Fama de Paris, Lackawanna Crook, Mon-
mouth Smoker, Frontier-man, Mexico
Clippings, William Collins Whitney, El
Acquisito, Francis Plumsied, Philip Ford,
E. W. Prichard, F. Garcia Calderon Judge
Henderson, Dilly Question, New York
Globe, Mr. Puffin, Miss Puffin, Nuevo
Premio, Polly Primrose, El Surpaso, La
Especialidad.

York Business Good.

J. E. Sherts & Co. Buy Stock and Fix-
tures of Bankrupt Concern.

York, Pa., Feb. 9, 1904.

During the month of January a very
large number of new cigar factories were
licensed in this section, but this month
so far there have been very few indeed.
Most of the factories throughout the
county, however, are busy and there are
comparatively few idle cigarmakers
around. It is now believed that good
business will set in at an early date.

The receiver of the La Buta Cigar Co.
has sold the stock and fixtures of the
bankrupt concern to J. E. Sherts & Co.,
of Lancaster, and they have taken all the
goods to Lancaster.

During the past week a greater number
of leaf men and others were visiting in
this city than for some weeks previous,
as trade seems to be somewhat on the
increase.

Bert Richards, for some time foreman
with Geo. A. Kohler, has opened a cigar
factory at West Manchester, this county.

Conditions in Reading.

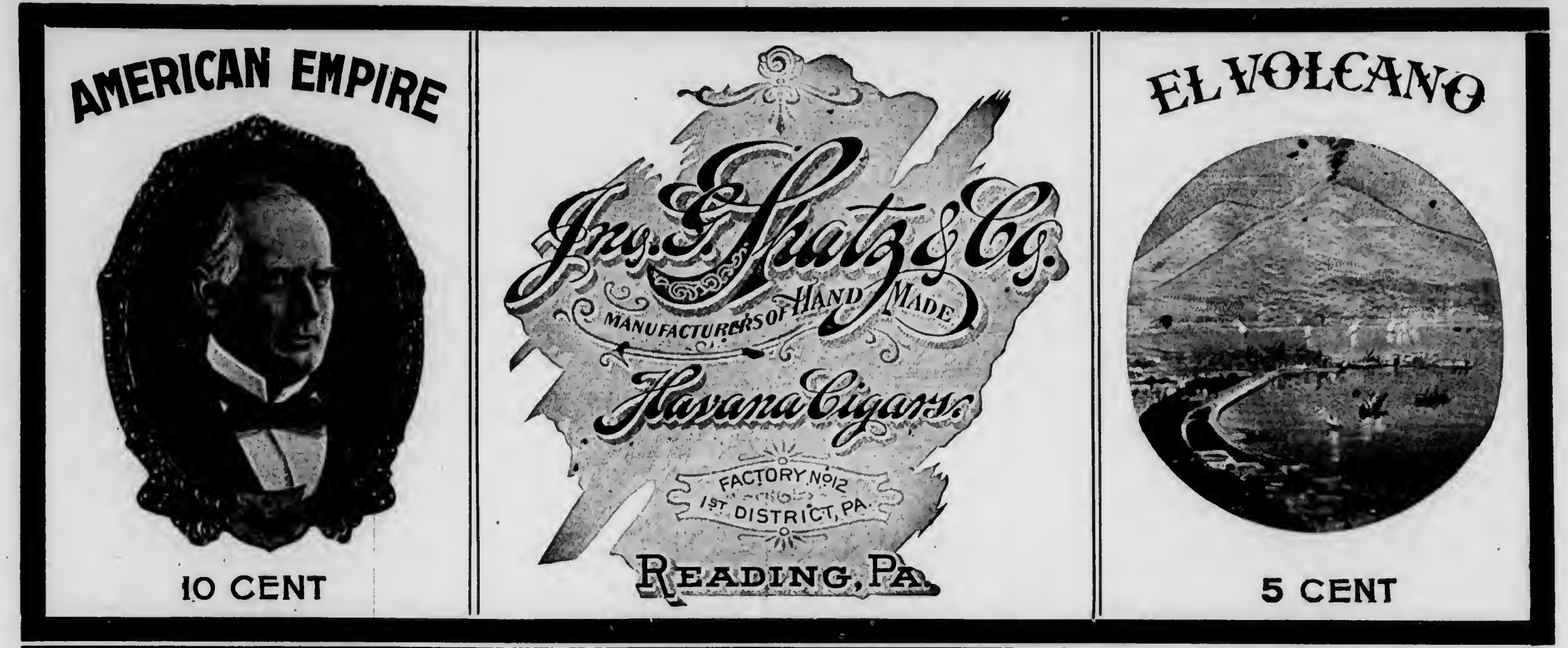
Opening of a New Cigar Factory—Success
of a Leaf House.

Reading, Pa., Feb. 9, 1904.

John H. Witter, of Newmankstown, has
rented the John R. Mast cigar factory on
Cherry street and will open a branch
factory here about March 1. It is ex-
pected that this factory will give employ-
ment in a short time to a large number
of hands.

John U. Fehr is in Wisconsin looking
over the leaf tobacco market of that State
and making purchases for his growing
trade.

H. Rindskopf, who opened a leaf
house here last fall, states that he has
done better in the short time than he had
expected possible and, as a result, is
highly elated. Sales show a steady gain.
He has now a salesman out, helping him



in looking after the wants of his cus-
tomers.

H. C. McComas, representing K.
Strauss & Co., of Philadelphia, and John
F. Heiland, of Meiskey & Heiland, Lan-
caster, were visitors here last week.

Howard Reigel, manufacturer at Third
and Pennsylvania streets, has returned
from a business trip through eastern
Pennsylvania, where he had a satisfactory
trade.

There is an improved condition of
trade with M. Steppacher, who operates
a union factory here.

The large factories of Yocum Bros.,
E. E. Kahler and John G. Spatz & Co.
are getting business steadily.

The cigar trade will doubtless be glad
to see warmer weather approaching, as
the cold spell has interfered seriously
with the factories, in freezing up pipes,
etc., even though the buildings were
thought to be well heated.

J. M. Hunsburger, representing Sheip
& Vandegriit, of Philadelphia, has been
on a business trip for his house among
the box manufacturers in this city and
vicinity.

M. Baum, with I. J. Schoener Co., of
New York; J. Greenwald, with L. Loeb
& Co., and Jake Rosenberg, with M.
Rosenberg & Co., both of Philadelphia,
were among the earlier arrivals in Read-
ing this week.

The interior of the retail department of
Chas. Breneiser & Sons' store at 7th and
Penn streets is now nearing completion
and when finished will be among the
finest in the state.

J. W. Ramsey, who for two years past
has been representing John Leopold &
Son, of New York, is no longer with that
house.

Ed. Levison, who has been represent-
ing L. Friedman & Co., of New York,
for some time, is still covering this terri-
tory quite effectively with their lines of
Sumatra and Havana tobaccos.

Lancaster Conditions.

A Pittsburgh Manufacturer Buys Factory
and Prepares to Move.

Lancaster, Pa., Feb. 9, 1904.

There is still but little change in the
conditions of the local leaf market, except
that 1901 and 1902 goods are moving a
little more freely. Nearly all the local
houses have been doing some business,
while a few have been fairly busy in
making shipments.

I. H. Weaver had several busy days
lately and left this week for a short visit
to Dayton, O.

H. L. Meiskey, of Meiskey & Heiland,
has been on a visit to the leaf markets of
Connecticut and expects to visit Wiscon-
sin also at an early date.

At the S. R. Moss factory good business
for this time of the year is reported, and
prospects are highly satisfactory.

The output of cigars for this District
during January, according to the sale of
stamps was 54,759,000, which is a de-
crease of 6,439,000 as compared with
January, 1903.

Action has been taken in this county
by Julius Marqusee against the receivers
of Sutter Bros. to recover 275 cases of
Seedleaf tobacco valued at \$7,539.84.
Marqusee is represented by Coyle &
Keller, of this city.

H. Stein, formerly in the stogy manu-
facturing business at Pittsburgh, has
purchased a property at S. Prince, Andrew
and Water streets, including a factory
building and dwelling, formerly occupied

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN

Leaf :: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

by J. Frank Bowman, cigar box manu-
facturer. Mr. Stein has removed his
entire business from Pittsburgh, and ex-
pects to make Lancaster his permanent
home. He enjoys an extensive trade on
his goods and will undoubtedly employ
a considerable force of workmen when
his factory is fully in operation.

Stumpf Bros., located on Manor street,
have purchased the premises and con-
template erecting a new factory building
there. The lot is 40 by 80 feet.

J. E. Sherts & Co. have purchased the
stock and fixtures of the La Buta Cigar
Factory at York, from the receiver of
that Co. and have removed the property
to their factory in this city.

A. D. Killheffer, of the Eureka Cigar
Factory, at Millersville, has received a
number of new orders for his goods, and
is gradually getting busier.

Special mention is made of the new
announcement, found elsewhere in this
week's issue of The Tobacco World, of
the product of C. Ruppel, manufacturer
of union-made cigars at Akron, who now
claims to operate the largest union cigar
factory in the State. It might be well to
look the advertisement over at any rate.

Trade conditions vary in the different
sections of this district. At Ephrata it is
rather quiet at present. Several Den-
ver factories are having a good demand,
while conditions at a few others are
somewhat dull. At Reamstown business
in one of the largest factories is somewhat
slow, while another, but smaller one, is
having a satisfactory volume of business.
All the Akron factories seem to be doing
fairly well.

John G. Mumma, of Lititz, has changed
his factory from union to non-union.

Walter S. Bare, at Lititz, is rather
well pleased with the way orders for his
products are coming in. Mr. Bare is
devoting his efforts largely in the direc-
tion of high-grade goods, and is meeting
with encouraging success.

Several local packers have lately been

making quiet surveys among farmers and
looking at crops with the results that
some purchases have been made. Sev-
eral warehouses are at work with small
forces.

GENERAL NOTES.

The buildings destroyed by the Balti-
more fire included those of the American
Cigar Co., Granger & Co., W. C. Bech-
ner, the Florodora Tag Company, H. E.
Gravelly Sons, J. Regnard & Co., and
Hays & Co.

Of the \$47,666.11 of liabilities of Fon-
seca Brothers, Boston leaf dealers, \$17,-
816.69 are secured to the Metropolitan
Bank of that city. Dunbar & Sicks, also
of Boston, have offered to compromise
with their creditors by payment of fifty
per cent.

At the annual meeting of the Ohio
Leaf Tobacco Packers' Association, the
following officers and directors were elec-
ted: President, W. W. Hales; Vice-Presi-
dent, J. L. Brenner; Secretary, W. J.
Lukaswicz; Treasurer, Wm. Miller; Di-
rectors, S. Kohn, Geo. Kling X. Hanna,
A. B. Landis, W. P. Sunderland.

STORAGE OF LEAF.

A collector of Internal Revenue has
written to Commissioner Yerkes for in-
struction in the following case:

A firm of registered leaf dealers pur-
chased from another leaf dealer a quan-
tity of tobacco which they had re-
moved for storage to the warehouse of
a third registered leaf dealer all within
the same district. The Commissioner
says that if the firm mentioned purchase
leaf tobacco and wish to store it at some
place other than their own registered
premises they must qualify as dealers in
leaf tobacco at the place where the to-
bacco is stored. They cannot be per-
mitted to store it on the premises of an-
other leaf dealer who is not the owner
of it nor accountable for it. They would
be permitted to transfer the tobacco to
the leaf dealer on whose premises it is
now stored who could then dispose of it
to their account, taking it up on their
books and properly accounting for the
same. It would not then appear on the
books or accounts of the applicants and
would simply be a financial transaction
between the two dealers with which the
internal revenue authorities would have
no concern.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Match It, if you Can---You Can't.

Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUECK,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High
84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

OUR WASHINGTON LETTER.

(Concluded from page 11.)

tracted much attention from the members of the House, as it affects all tobacco growing districts in the United States, as well as the districts where the manufacture of tobacco is carried on.

Col. Cunningham made the principal speech, and was given close attention for one hour, during which time he pictured graphically the condition of the tobacco growers and their needs. He was asked many questions by Representative Dalzell, of Pennsylvania, and Tawney, of Minnesota.

The gist of the arguments presented was to the effect that if the farmer and the party buying from him should be permitted to sell stemmed and twisted tobacco without the payment of the 6 cents per pound tax it would open a new market and stimulate competition in the purchase of tobacco. Col. Cunningham did not advocate the Gaines bill, but spoke for relief in favor of the tobacco farmer.

"The price of tobacco," the Carolinian declared, "is below the cost of production, and the fact should not be overlooked that no other crops in this country have a tax imposed upon them. Tobacco is the single exception."

Col. Cunningham said that England taxed our tobacco 72 cents per pound, and that the Continental nations of Europe under the Regie contract made millions of dollars out of the product bought in the United States. The foreign governments buy the tobacco, and it is manufactured and sold by the government. He urged upon Congress to enact legislation that will protect the tobacco farmers.

Col. Cunningham declared that the tobacco growers in North Carolina, South Carolina and Virginia need some relief at the hands of Congress. He spoke of the depressed condition of the farmers and of business interests in the tobacco belt. Labor, he said, is leaving the country, and immigration will not come when it is impossible to get a fair return for labor. Col. Cunningham invited the committee to visit his place in North Carolina, founded by his grandfather in 1795, and see for themselves the "oppressed condition of the American farmers of American tobacco growing States." In reply to questions from Representatives Gaines and Stanley, Mr. Cunningham said that tobacco brought about 4 cents a pound in Eastern North Carolina and South Carolina last fall, and 600 pounds to the acre could be produced.

AGRICULTURAL APPROPRIATION.

The agricultural appropriation bill as passed by the House February 5, provides under the item of general expenses, bureau of soils, the sum of two hundred

and fourteen thousand dollars. The larger part of this sum is appropriated for the purpose of mapping the tobacco soils of the United States; for investigating the soils and conditions of tobacco growth in Cuba, Sumatra, and other tobacco-competing countries; for investigation in co-operation with the Bureau of Plant Industry of the methods of curing, with particular reference to fermentation; to originate, through selection and breeding, improved varieties for the principal tobacco districts of the United States, and to secure, as far as may be, a change in the methods of supplying tobacco to foreign countries.

WRAPPERS OR FILLERS.

The Board of General Appraisers in the case of Sutter Brothers' protests against the assessment of duty on certain importations of tobacco, which they claimed to be filler, has found that while several of the bales in question contain over fifteen per cent. of wrapper tobacco and are dutiable as assessed by the collector, the majority contain less than fifteen per cent., and the protests have accordingly been sustained. General Appraiser Fischer, in delivering the decision, states that the examiner who passed the tobacco in question, reported certain bales as "apparently packed with fraudulent intent," and the testimony of two witnesses for the Government and one witness called by the importers, shows that the packing was unusual in form. The Board, however, can deal only with the question of classification and cannot pass upon any question of fraud. The testimony alluded to was, however, admitted as tending to more clearly disclose the character of the tobacco found in the various bales, and also to confirm the opinion of the experts as to the amount of wrappers which each bale contained.

APPRAISERS' QUALIFICATIONS.

With respect to the statement of General Thomas, the Appraiser for the Port of Chicago, who has been removed by Secretary Shaw, that Mr. Lahaan, a temporary appointee, was holding the position of tobacco examiner at that port, notwithstanding the fact that he had failed in a competitive examination for the position, it is stated at the office of the Civil Service Commission that an examination for tobacco examiner was held last September, and that the highest eligibles failed in the practical questions of the examination, although the temporary appointee, Lahaan, and one other who failed in the examination attained higher rating on the practical questions and tests, than the highest eligibles in the examination, but failed to pass the examination on account of the weights given to the scholastic subjects which were agreed upon by the Treasury Department and the Commission.

After careful consideration it was decided, in view of the unsatisfactory nature of the examination, to cancel it and hold another examination, giving more weight to the practical question and tests, with a view of securing a competent and experienced person for the position, Lahaan being regarded as more competent than the eligibles who attained the highest ratings in the whole examination. This examination has been announced to be held on February 17.



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

Maker of **HOLTZ, PA.**

High-Grade Domestic Cigars

Leaders: **YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE**

Capacity, 25,000 per day.

Prompt Shipments guaranteed



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

H. G. HOELTZEL

Manufacturer of

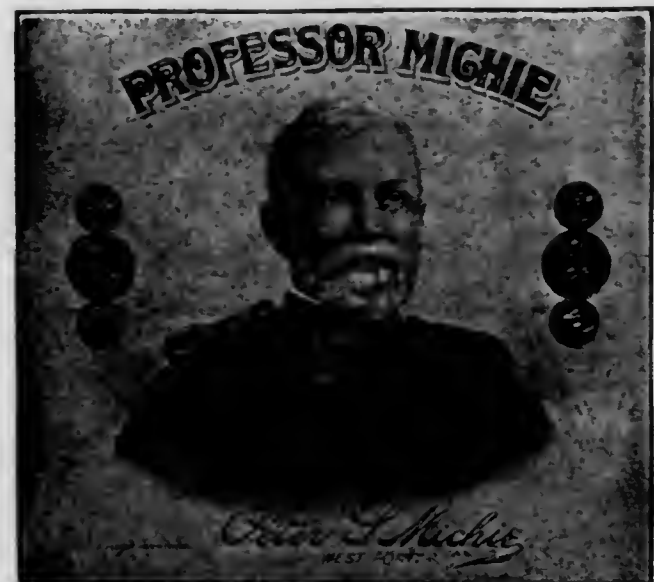
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made **Cigars**

Our
Special
Brands: **ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS**

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

KENTUCKY CARDINAL,

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

**High-Grade
Domestic
Cigars**

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,

MANUFACTURERS

**High Grade
Cigars.**



CAPACITY
75,000 PER DAY

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

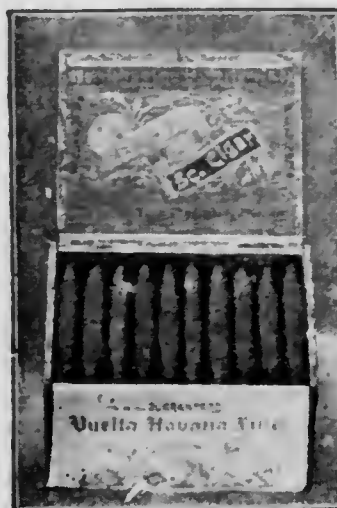
W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers
in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

In my last letter I estimated the cigar output at 8000 millions, but I have since learned that my estimate was 500 millions too large; for there was a shortage of 400 millions in little cigars.

Our correspondents write:
East Whately, Mass.: "M. E. Manning has sold his crop of '03 assorted to Meyer & Mendelsohn, at private terms. All of the tobacco that was hanging was taken down Saturday in fine order, and every one is stripping; a great many will put their tobacco into the warehouses and have it assorted at once. Not many buyers are around at present."

North Hadley, Mass.: "The damp weather of last week gave the farmers an opportunity to take down their tobacco, which chance most of them improved, and the tobacco is now practically all in the bundle. There have been several sales here lately at prices ranging from 6 to 12½c in bundle; poor crops and poor prices."

Northfield, Mass.: "Thomas Quinlan and James Cowles have sold their '02 crop of tobacco, about 18 cases in all, to John McGrabb of Northampton, Mass., prices about 9c through."

Conway, Mass.: "Last week's damp time enabled many of the farmers to take down their tobacco. Some of them finished, but there is a little hanging yet. I report the sale of a few crops. E. Betters to Swift & Co., 1½ acres at 10c; B. S. Graves & Son and H. D. Pease to Elias Bachat, at private terms."

North Hatfield: "E. W. & S. U. Field finished assorting their crop Saturday. Charles Harris sold the past week his crop of Havana tobacco to Leslie Swift at 9½c in the bundle. I find there is quite a little tobacco still hanging on the poles. I think we may safely say that the present crop will average to weigh, cased, from 300 to 500 pounds less to the acre than for several years past.—Cultivator.

BALDWINVILLE, N. Y.

The severe weather and bad condition of the roads for the past two weeks, since the growers have taken down the 1903 crop, have prevented the buyers from riding and examining the crops, and as a consequence the market for the new crop has not yet opened. The growers are busy at work stripping, and as soon as the roads become better the buyers will probably be in the field.—Gazette.

Phones: Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNIURA, MATCHAKA, MIENAS.

KLEINBERG'S
"eHico"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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promptly obtained OR NO FEE. Trade Marks, Copyrights and Inventions secured. Twenty years' practice. Highest references. Send model, sketch or photo for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells how to obtain and sell Patents. What Inventions Will Pay. How to Get a Partner. Explains best mechanical movements, and contains 200 other subjects of importance to inventors. Address:
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

EDGERTON, WIS.
Another week of zero weather holds the tobacco situation at exactly the same status as for weeks past, and to all appearances we are as far away from easing weather as ever. There is less riding done in the growing sections in the search for the new crop during the blustering week, though the buyers of the American Cigar Co. are still out in many localities and sales continue to be made at about former figures—6 to 8 cents.

Old leaf is moving again in moderate quantities and a healthier tone is pervading the trade. G. H. Rumrill has closed sales of nearly 600 boxes of different years' packings during the week, 500 in a single lot going to an Eastern jobber. F. S. Baines sold 200cs of '02 to Conway & Hubbell for the account of J. Vetterlein. L. B. Carle & Son report the sale of 125cs for the week, which embraces the largest transactions coming to notice.
Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.
The market continues to improve in demand and price for hoghead tobacco.

QUOTATIONS:
Leaf—Short 18 to 20 in.: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.
Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.
Few Lugs, 4 to 5c.

Loose tobacco more active, and quite free selling by planters at 5 to 7c crop round for such as suit Italian and Imperial wants.
Weather still cold and dry. Handling seasons bad and but little movement so far.

Receipts for the week, — hhd.; for the year, 10 hhd. Sales for the week, 83 hhd.; for the year, 295 hhd.

CLARKSVILLE, TENN.
M. H. Clark & Bro.
Receipts in Jan. were 22 hhd. Sales " " 1,670 " Shipments " " 1,034 " Total stocks Feb. 1, " 2,833 " Buyers' stocks, 1,123 hhd.; Sellers' stocks, 1,710 hhd.
Reduction in January, 1,638 hhd.
Receipts this week were 21 hhd., and sales 391 hhd., at about the same range

of prices as last reported. Our stock of unsold tobacco is now being rapidly taken by buyers, and the end of the month will probably find the warehouses practically empty of unsold old stock.
We are at last having some mild weather that promises to last for some days. If it should not suddenly turn cold again, the loose tobacco warehouses will have larger sales, and with more regularity.

QUOTATIONS:
Low Lugs \$3.50 to \$4.00
Common Lugs 4.00 to 4.50
Medium Lugs 4.50 to 5.00
Good Lugs 5.25 to 5.75
Low Leaf 4.75 to 5.25
Common Leaf 5.50 to 6.25
Medium Leaf 6.50 to 7.50
Good Leaf 7.50 to 8.50

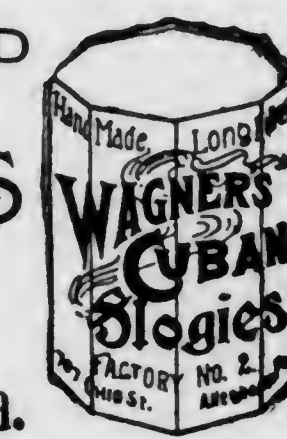
VENTILATING CIGAR FACTORIES.

In the manufacture of cigars the condition of the atmosphere within the buildings is of vital importance. The air must be kept moist and at a constant warm temperature, both in the winter and summer season. For maintaining an even, moist and warm temperature the fan system is peculiarly adaptable, because the quantity and quality of the air is under absolute control and may be varied at will. Fresh air is drawn from outside the building by means of a fan, is circulated through a moistening chamber and, in the winter season, between coils of steam pipes enclosed in a fire-proof steel plate jacket, and delivered under pressure to the work rooms through distributing ducts. The speed of the fan regulates the quantity of the air, the amount of steam varies its temperature, and it is evident that the amount of water sprayed through the moistening chamber varies its moisture. The fan is driven by a direct connected engine whose exhaust steam may be used in the heating pipes, or in the summer time when heat is unnecessary it may be by-passed and utilized for other purposes. It is readily seen that with this system the expense of operating is very low, as no heat is wasted. The three factories of the American Cigar Co., located in Tampa, Fla., are provided with the fan system for heating, ventilating and moistening, and the results reflect credit upon the B. F. Sturtevant Co., of Boston, Mass., whose apparatus and system were used.—Engineering Review.

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, **JOHN SLATER & CO.**
Washington, Pa. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, **Barnesville, Ohio,**
Proprietor. MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB RUSTIC PRIVATE STOCK
BLUE POINTS TRIUMPH
CRYSTAL OLD JUDGE
Jobbing Trade solicited. Write for Samples. CHERRY RIPE

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. Telephone Connection.
JOHN E. OLP,
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA

Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Insurance on
Stock Companies Fire Insurance Tobacco & Cigars
Only. a Specialty.
27 E. Orange St., Lancaster, Pa.



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOVED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor
Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best



FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
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RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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M. H. Clark & Bro
Leaf Tobacco Brokers,
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Cable Address, "CLARK."
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R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

32 **E. A. CÁLVES & Co.** <C> **HAVANA** 123 N. THIRD ST.
IMPORTERS OF **PHILADELPHIA**



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING
a Specialty **Akron, Pa.**

TEXAS TOBACCO FACTS
"Millions for Farmers"
Exhaustive tests prove that the best grade of...
CUBAN LEAF
So Says Secretary Wilson, U. S. Dep't of Agriculture
Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER—MILLERSVILLE, PA.



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
High Grade CIGARS
All Fine Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

THE TOBACCO WORLD

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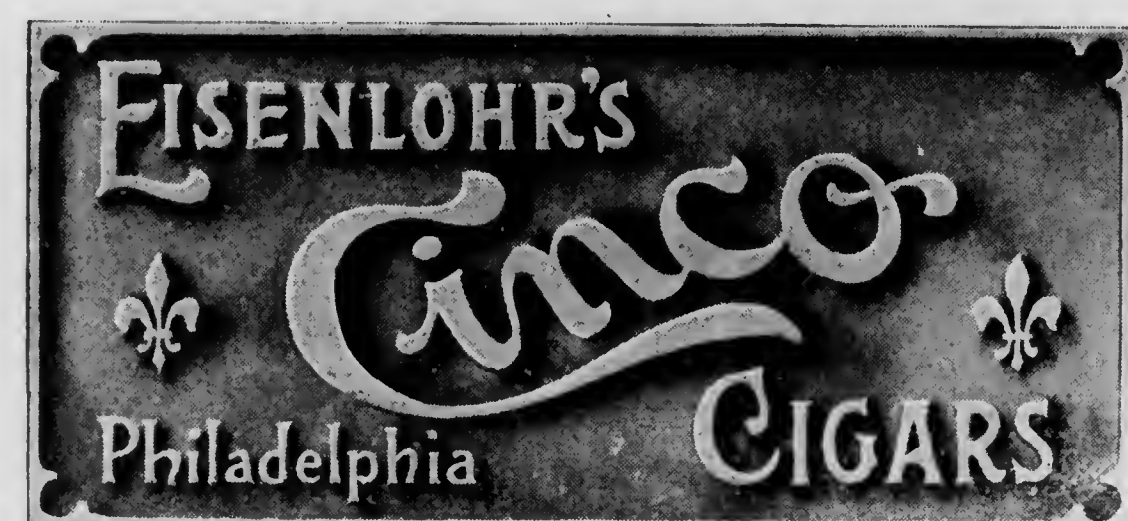
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170 Water St.
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Sumatra Tobacco
AT THE
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The Largest
Exclusive Sumatra House
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Representatives for Pennsylvania:
Messrs. R. R. Uhler and J. H. Grafflin.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.

Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

**GUMPERT'S
MANETO**

114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL,
Samples sent to Reputable Distributors

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th Street, PHILADELPHIA.



E. E. Kahler,
328 to 332 Buttonwood Street,
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Manufacturer of High Grade
**Seed and Havana
CIGARS**
Correspondence solicited with
the Wholesale and Jobbing Trade.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —

Established 1881

Incorporated 1902



Published Every Wednesday
BY THE

TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia.

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224 Arch Street, Philadelphia, Pa.

Register Your Trade-Marks

with

The Tobacco World,

Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade
mark. The usual charge of 25 cents will be made for
searching, in case a brand for which application has
been made is found to have been previously registered.

The Tobacco World publishes weekly a complete
list of current registrations, in its own and other bu-
reaux. Its weekly issues are, therefore, of great value
and interest to cigar manufacturers, label lithographers
and all others interested in trade marks.

Inscriptions in Holland.

THERE are hundreds of thousands of men
who earn their living by selling cigars and
who believe themselves well informed in regard to
the varieties and sources of supply of tobacco leaf,
but who, in point of fact, might double or quad-
ruple their knowledge in these respects and still
have a great deal to learn.

Nothing will more quickly take the conceit
out of such people than a certain book, a copy of
which was recently received from Amsterdam by
The Tobacco World.

An edition of this book is issued annually by
Henry Dentz, an Amsterdam makelaar, and is in-
tended as a guide to buyers at the next Spring and
Fall Sumatra tobacco inscriptions to be held in
the two largest cities in Holland. It contains a
full list of the companies which grow tobacco in
the Dutch East Indies, a full list of their different

"marks"—or varieties of leaf—and an indexed
record of sales made and prices paid from 1898 to
1903. The book is printed in Dutch, but consists
principally of tables which, with a little explana-
tion, can readily be understood by any man of in-
telligence.

As the book is looked through in a cursory
way for the first time by one having no special
concern in the details given in figures, the most
interesting discovery is that there are considerably
over a hundred varieties of Sumatra tobacco; and
the next most interesting feature is in the names of
the companies owning leaf growing plantations.

The average young man employed in a cigar
store, who, when asked what a certain cigar is
made of, thinks the reply, "Havana filler and
Sumatra wrapper" is an all-sufficient answer, would
find himself thoroughly feazed if asked the simple
question, "What kind of Sumatra?" He cannot
reasonably be expected to answer such a question,
unless he has had experience in buying leaf; but
he certainly ought to know that the question is not
a fool question; and if he believes that "Sumatra
tobacco is Sumatra tobacco" is all he ought to
know about it, he should profit by any opportunity
he may have to become better informed.

From the book above spoken of the following
specimens of the names of varieties are taken at
random:

Oud Tanah Radja
Roemak Kinangkong
Timbang Langkat
Quala Begoemit
Padang Toealang
Soengei Si Kassim
Ramoenia en Ramoenia Hilir
Tandjong Djahe
Soengei Mintjirim
Tandjong Koeba-Indrapoera

All told the book includes the names of 125
varieties. But of fully as much importance in
buying as a knowledge of the marks is a knowl-
edge of the names of the companies offering the
marks, each company having a more or less
prominent standing in the trade and a reputation
in regard to quality of leaf which the wise pur-
chaser must take into consideration. Of these
companies there are fifty-two, including these

Deli Bedagei Cultuur Maatschappij
Kwolo Tabak Maatschappij
Senembah Cultuur Maatschappij
Sumatra Tabak Gesellschaft "Tandjong Kassau"
Tabak Maatschappij Langkat Soekaranda

The more carefully the book is examined the
greater respect one has for the business knowledge
and experience of the men who are sent to Holland
every year by the leaf houses of New York and
Philadelphia and other large American cities, to
buy stock for their concerns. These buyers re-
quire much more than a knowledge of the selling
companies and their marks in order to secure the
best possible returns from their trips. They must
be thoroughly good judges of leaf, for among the
best opportunities they have for doing business
profitably are those afforded by the fact that bales

of the same marks are not always uniform. A
clever buyer will often discover that marks gen-
erally recognized as inferior are much better than
usual and will secure them at a price which insures
a prompt sale at a good profit by the house he
represents. Again he will discover that certain
marks recognized as indicating a high grade of
leaf cannot be relied upon as fully as in the past
and consequently he will steer clear of goods
which his house might be unable to dispose of
satisfactorily.

It has often been said that success in business
depends wholly on buying right; this done, the
selling part will take care of itself. In no line of
trade is this more true than in the buying of
Sumatra tobacco. Buying Havana also calls for
great skill and care, but as a very large percentage
of Havana tobacco imported into this country is
brought in under the filler rate of duty, twenty-
eight cents, while all the Sumatra tobacco is
brought in under the wrapper rate of duty, \$1.85,
it will be readily seen that an unfortunate purchase
of the latter involves a much greater danger of loss
than does an unfortunate purchase of Havana of
the same amount.



Four pages of the publication from which the
information in this article is taken are devoted to
a statement of the dividends paid by the different
companies, from 1893 to 1901 inclusive. In 1893
every company, with six exceptions, declared
dividends, the lowest being 3 per cent. and two
paying 106 and 110 per cent. respectively. In
the next four years the dividend-paying and non-
dividend paying companies were about equal in
number. In the four years ending with 1901 in-
vestments in these companies proved less and less
profitable until in 1901 dividends were paid by
only sixteen with only two in excess of 20 per
cent. these two being respectively 45 and 26.


Tobacco a Necessity.

MIGHTY sensible men compose the Su-
preme Court of Minnesota! They have
ruled that tobacco is a necessity. Of course it is,
if anything not required for preservation of life and
health is a necessity! The ruling was given on
an appeal in a case of Sunday selling. The same
judges would undoubtedly rule that milk, tea,
coffee, ice, etc., were necessities, but these aids to
comfort could be dispensed with from Saturday
night until Monday morning without any great
cause for alarm for the health of those deprived.
In the case of tobacco, there is no question that
any habitual user compelled to go without his
usual supply one day in every seven would find
that one day a day of bodily ill and nervous suffer-
ing. He wouldn't die, but he certainly would be
unable to use his hands as steadily and skillfully
or his brain with as good results as if he had the
help and aid from tobacco to which he is accus-
tomed. No great amount of legal wisdom was
necessary to bring the judges to their decision.
Simple common sense was needed, and was ex-
ercised.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA
and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of Leaf Tobacco
 107 Arch St.
PHILADA.



Established 1895
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF TOBACCO
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N. Y.



The Empire Importers and Dealers in
ALL KINDS OF
Leaf Tobacco SEED LEAF, HAVANA and SUMATRA Tobacco
Co., Ltd. 118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana
237 N. THIRD ST., PHILADELPHIA.  **IMPORTERS OF**
Packers of Seed Leaf.



BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

The Other Fellow.

The business world could not get along without the "other fellow," and for this reason, if for no higher motive, he is worthy of study and consideration. That "competition is the life of trade" is generally acknowledged to be a true saying, and if it is, certainly some attention should be paid to the means and incentive for success. Without temptation to do wrong we would all be saints and never know it. Without competition to spur us on we would not have a standard from which to judge what success really meant.

In any event competition is here for keeps, and we might as well make the best of it. None of us can be "the only show." It's all right to aim to be "the greatest show on earth" if your ambition soars that high, but the side show will always exist.

But to come down to the "other fellow." In a broad sense he is your competitor in business. He is a good example to you, or you are a good example to him. You may think you are the good example, and he may think he is. Don't be too sure that you are right. The man who never made a mistake never made a success. Just assume that he may be "all right," and if he isn't all right his good qualities may outweigh his bad ones. Meet and understand him, for, after all, you are engaged, to a very great extent, in a common cause, and a comparison of notes will do no harm to either. You have the same class of business troubles to contend with, and to the extent that they are overcome you are just as much benefited as the "other fellow." Get together, if only to become better acquainted, and avoid misunderstandings. No level headed business man quarrels. Quarreling wastes energy and breath, and accomplishes nothing but bad feeling. Use your energy to better advantage by fighting it out. Fight it out fair and square. No underhand tricks! Shake hands before you begin, and when you get through shake again, and then forget that you had any differences. A deserved chastisement is a good thing for the recipient, and all traces of disgrace are lost if he benefits by it. The "other fellow" is our best friend, if we only knew it, and we should give him the thankful consideration he deserves—whether he happens to be right or wrong.

Cordiality, good fellowship and perfect understanding should exist between the various men and organizations engaged in a common cause, and when it does, the principle that "honesty is the best policy" will be more perfectly carried out, and the public to whom they cater will be more certain of always receiving good value for good dollars.

Lending Credit.

Most merchants are frequently called upon to sign notes and bonds and to act as security for friends and acquaintances. Many have come to grief in this way and few merchants like to do these things; yet there are times when it is difficult to refuse. A Western merchant has solved this problem, as well as the question of credit. His idea is as simple as it is effective. After a number of losses through acting as security for others, he determined to stop it once and for all. With that end in view he had an affidavit drawn up in which he swore that he would sign neither note nor bond; that he would stand surety for no one, and that he would sell for cash only. The affidavit was properly subscribed and sworn to before a justice of the peace. It was then hung up conspicuously in the store and copies were printed in the papers. That, of course, finally settled the credit and note business as far as that merchant was concerned.

Gathered Wisdom.

Don't lie awake nights thinking about somebody else's business.

The less you make use of your credit the more you have.

Customers who have confidence in you will have confidence in what you sell.

Don't prepare to leave before your time's up. That's cheating the boss of what belongs to him.

The man who buys within his means never dreams of the sheriff.

Don't procrastinate; the cash that won't balance today will be a harder proposition tomorrow.

Don't get to the store late or next door to it. Be there ahead of time and see the grim features of the boss light up.

The clerk who wishes for promotion will find that promoting the business in which he is employed is the best way to obtain the desired result.

Do your level best always, and you'll feel at peace with yourself and things. The right sort of man is his own severest critic.

If you want to get the lasting confidence of the world, treat men honestly; if you only want their money, humbug them.

The clerk who tries to equalize the amount of his work to the size of his salary will not have to work any harder one year than another.

If the clerk thinks that the store would have to close its doors if he leaves, he should remember that it got along after a fashion before he came.

Never make a promise or borrow a thing, if you can help it. If you do, be as careful to keep the one as you are to result of a general order issued Jan. 20, by Third Assistant Postmaster General Madden. The order is as follows:

"The law officer of this department advises that cards issued by private persons bearing on the address side the words 'United States of America,' are in 'likeness and similitude' of the regular United States postal cards and therefore in violation of the law, and unmailable. However, in order to give owners of such cards a reasonable time to dispose of those on hand, postmasters will accept them for mailing until July 1, 1904, upon payment of postage at the proper rate. On and after July 1, 1904, such cards will be treated as unmailable at all rates."

Only One Nickname.

Not long ago I sat down in a bootblack's chair, and while the young negro was putting the finishing touches on my footwear, I saw on the wall opposite me a sign which could not help being read by everyone who patronized the establishment. It read: "I have no nickname but William H. Johnson." This struck me as being so novel that I inquired why Mr. Johnson had placed the sign there; and he told me that he considered he was entitled to just as much respect as any other business man, and that he felt that his patrons would have more respect for him if he asserted his rights in this particular. It seems that a good many of his customers would come in and address him most familiarly as Sambo, or Nicodemus, or Ephraim, or almost anything except his rightful name; and that was why he posted this sign. I asked him if it had any effect upon the people who patronized him; and he said that most people called him Mr. Johnson though some were familiar enough to call him William. Once in a while someone addressed him as Billy, but he, in a quiet way, asked them to use his proper name; and the result is that he is all the more highly respected by his patrons.

I think the man was right. No man can hold the same respect by the public who does not respect himself; and that is right to the point as regards your own business establishment. I have no patience with a man who puts up a sign reading: "This is Mike's place;" or who calls his establishment "Billy's Store." The man who tries to make himself familiar with everybody in this way is likely to find himself addressed in this free-and-easy manner by individuals whom he would much prefer to have keep their distance. I don't believe in a man being too dignified, but I think that this fault is much less venial than being too undignified.—George E. B. Putnam.

Mailing-Card Warning.

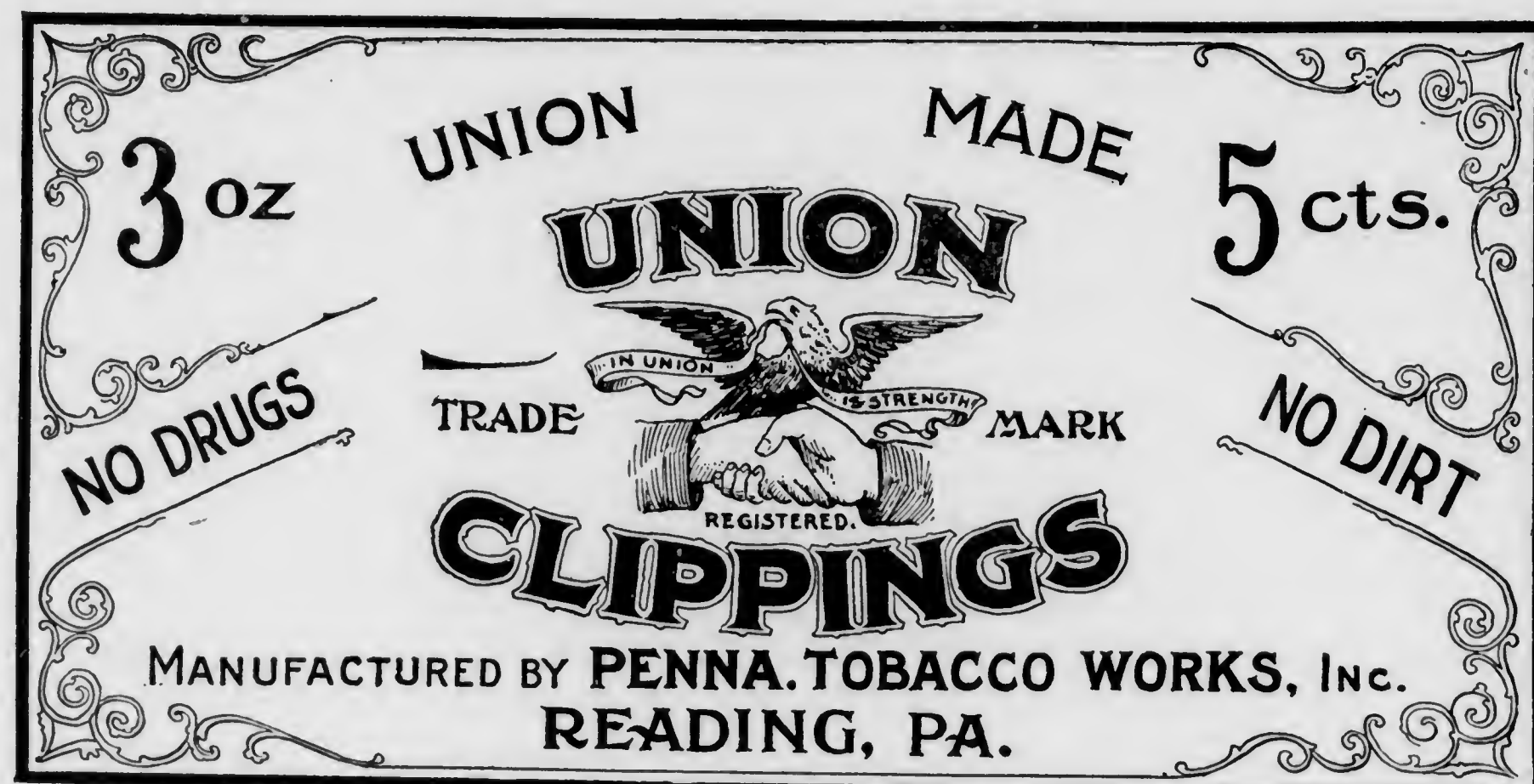
Stores and other business houses using private post cards bearing the words "United States of America" on the side on which the address is written are forbidden to post the cards after July 1, as the result of a general order issued Jan. 20, by Third Assistant Postmaster General Madden. The order is as follows:

"The law officer of this department advises that cards issued by private persons bearing on the address side the words 'United States of America,' are in 'likeness and similitude' of the regular United States postal cards and therefore in violation of the law, and unmailable. However, in order to give owners of such cards a reasonable time to dispose of those on hand, postmasters will accept them for mailing until July 1, 1904, upon payment of postage at the proper rate. On and after July 1, 1904, such cards will be treated as unmailable at all rates."

The private mailing cards complained of in the general order have become very popular and have been adopted by a great many merchants because they can be made several times the size of ordinary postal cards and will permit of more space for advertising. Many tons of the cards pass through the mails every month.

A Winter Window.

A Buffalo dealer had a window that attracted a good deal of attention on account of its novelty. The window is about 8 feet wide by 6 feet deep, and the entire floor was laid out in miniature imitation of a winter park scene. White cotton batting was laid over an uneven surface to represent hilly ground covered with snow. Little sprigs of pine and other twigs 8 or 10 inches high did duty as trees and bushes, and small benches were scattered here and there. A few statuettes added to the park like appearance, and a very natural looking pond was made by a mirror laid in a depression at one side. The feature of the window, however, was the lighting. Miniature lamp posts were made of hollow sticks about 8 inches high, and at the top of each was a diminutive colored electric lamp. These lamp posts were thickly scattered over the floor of the window and presented a very odd effect. Diamond dust was scattered thickly over the cotton, trees and pond, and helped the effect materially.



PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending February 13, 1904.

Liverpool.—American Tobacco Co., 5 cases tobacco.
Ponce.—A. S. Lascelles & Co., 2 cases cigars.
Naguabo.—Gustavo Preston, 4 cases cigars.
San Juan.—DeFord & Co., 2 cases cigars; American West Indies Trading Co., 22 cases cigars; 2 bales leaf tobacco; R. Arguelles, Moringue, Solei & Co., 3 cases cigars; DeFord & Co., 2 cases cigars; R. Fabien & Co., 7 cases cigars; West Indies Cigar Co., 8 cases cigars; Porto Rico Commercial Co., 7 cases cigars; American Tobacco Co., 109 cases cigars; American Cigar Co., 170 bales cigar cuttings; Mateo Ruinbardo, 9 cases cigars; Manuel Cebal, 25 bales leaf tobacco; F. Bonilla & Co., 2 cases cigars; B. Raap Trading Co., 2 cases cigars; Cuban & Pan American Express Co., 1 trunk cigars; 1 case cigars; West Indies Cigar Co., 2 bales leaf tobacco; Durlach Bros., 4 cases cigars; Order, 9 cases cigars.
Antwerp.—L. Friedman & Co., 2 bales tobacco.
Vera Cruz.—J. W. Wilson & Co., 1 case cigars; J. E. Ward & Co., 18 cases cigars; 43 bales leaf tobacco.
Havana.—J. E. Ward & Co., 12 cases cigars; 1 do. cigarettes

HAVANA TOBACCO.

Str. Esperanza, arrived Feb. 8, (457 bales.)

John Hope & Co. 128 bales
James E. Ward & Co. 94 "
C. Emirina 70 "
S. Rossin & Sons 64 "

H. Sylvester & Sons 56 bales
Vega & Carata 45 "

Str. Mexico, arrived Feb. 9; (2,406 bales; 410 bbls.)

James E. Ward & Co. 1,034 bales
A. Pazos & Co. 229 "
Havenmeyer & Vigelius 225 "
J. Bernheim & Son 160 "
Calisto Lopez & Son 159 "
American Cigar Co. 156 "
Leonard Friedman & Co. 76 "
Geo. B. Watson & Co. 50 "
Perez, Rodriguez & Co. 50 "
S. Ashner 37 "
Emanuel Hoffman & Son 36 "
R. M. Blake & Co. 30 "
F. Miranda & Co. 25 "
Wm. Bader 25 "
G. W. Sheldon & Co. 23 "
S. L. Goldberg & Sons 22 "
Mendelsohn, Borneman & Co. 16 "
A. Murphy & Co. 13 "
Rodriguez & Tejero 13 "
Hilson Co. 11 "
A. Ashner & Sons 6 "
Simon Auerbach & Co. 5 "
Amer. W. I. Trading Co. 5 "
Rothschild & Bros. 146 bbls.
E. P. Cardero 104 "
Order 80 "
Manuel Rivera 25 "
S. Ruppert 20 "
James E. Ward & Co. 20 "
Hinsdale Smith & Co. 10 "
Gans Bros. 5 "

Str. Havana, arrived Feb. 14; (341 bales; 7 bbls.; 3 cases.)

Robert E. Lane 66 bales
G. Salomon & Bros. 66 "
James E. Ward & Co. 57 "
M. Erheiler & Son 44 "
L. Friedman & Co. 42 "
A. Ruiz 21 "
S. Rossin & Sons 20 "
J. Bernheim & Son 10 "
S. Auerbach & Co. 8 "
W. H. Stiner & Son 7 "

Loeb Nunez Tobacco Co. 7 bbls.
James E. Ward & Co. 3 cases

HAVANA CIGARS.

Str. Esperanza, arrived Feb. 8; (19 cases)

James E. Ward & Co. 7 cases
M. E. Vaule 5 "
F. Garcia & Bro. 5 "
Havana Tobacco Co. 2 "

Str. Mexico, arrived Feb. 9; (646 cases)

James E. Ward & Co. 354 cases
Havana Tobacco Co. 204 "
Park & Tilford 26 "
G. S. Nicholas 20 "
Southern Pacific Co. 7 "
National Cuba Co. 7 "
G. E. Sheldon & Co. 6 "
Waldorf-Astoria Cigar Co. 5 "
W. O. Smith & Co. 4 "
L. J. Spence 3 "
Michaelis & Lindemann 3 "
G. Amsinck & Co. 2 "
Acker, Merrill & Condit 2 "
A. E. Outenbrige & Co. 1 case
R. H. Macy & Co. 1 "
C. D. Stone & Co. 1 "

REVENUE RULING.

A trading company asks to be informed whether the law and regulations of the internal revenue service would permit an original 28 pound butt of tobacco to be sawn in half, splitting the stamp, and the selling of each half to a different customer. They were informed that a box of tobacco thus sawn in half, each half containing only a portion of the internal revenue stamp, could not be regarded as an original package duly stamped accord-

ing to the requirements of the law; that tobacco found on the market outside of factory premises in the condition above described would be liable to seizure and forfeiture.

New Counterfeit Note.

Acting Chief Moran, of the United States Secret Service, announces the discovery of a new counterfeit ten dollar National bank note on the Third National Bank of Rockford, Ill. It is a photographic production on two pieces of paper with silk threads between them.

Example.

"You ought not to smoke right before the children, Henry," expostulated Mrs. Chinner. "Can't you see that you're setting them a very bad example?" "Oh, that's all right, my dear," replied her husband, easily. "If they follow your example of carrying pins in your mouth they'll not live long enough to be harmed by my example."—Syacuse Herald.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

Established 1880.

TOBACCO LEGISLATION

Little Prospect That Any Bills to Reduce Reserve Will Pass.

Washington, D. C., Feb. 13.—Col. J. S. Cunningham, of North Carolina, who appeared before the House Committee on Ways and Means on February 4th, in behalf of the passage by Congress of some measure for the relief of tobacco growers, has been here nearly the entire present week urging the consideration of such measure upon members of Congress. Representative W. W. Kitchen, who is from the tobacco region of that State, said to-day that he was in favor of a complete report of all the internal revenue laws dealing in any way with tobacco. He called attention to that plank of the Republican platform of 1888, which declared that the internal revenue tax on tobacco in any form works a hardship on the tobacco growers of the country and that as it was an injustice to the agricultural interests of the country the party stood for its repeal.

But nobody need have any fear or hope, either, that the internal revenue tax on tobacco will be meddled with at the present session of Congress; for the Ways and Means Committee of the House, whence all measures relating to revenue must emanate, is constantly being reminded that there is likely to be a deficit of considerable amount in the United States Treasury this year. It is a pretty sure thing that nothing will be done to reduce the present sources of revenue unless possibly a slight reduction in the Philippine tariff on a few articles in connection with a Philippine shipping bill.

Representative Gaines, of Tennessee, however, is enthusiastic over prospects for the passage of his measure for the relief of tobacco growers, and confidently expects that the committee will be forced by the flood of petitions, letters, etc., which is pouring in on them, to report some such measure.

When the resolution providing for the printing of advance sheets of the reports of the Bureau of Soils, Department of Agriculture, came up in the House this week for immediate consideration and action, Representative Cassel, of the Ninth Pennsylvania district, objected, and declared that he objected to the amount of money being spent for this service, because he did not believe that it amounted to anything or was of any advantage to the farmer. When it was explained to him that the resolution would have the effect of reducing the expenses of the Bureau of Soils 25 per cent, at least in the printing department, Mr. Cassel withdrew his objection, but declared that if by any means he could cut out this part of the agricultural work he would certainly join with any one else in doing it, because he believes it is merely money being spent in this way unnecessarily and without result.

NEAR THE SEAT OF WAR.

The British Vice-Consul at Chemulpo reports the establishment of a new British enterprise, the Chemulpo Cigarette and Tobacco Company, at that port. There are in operation six machines, two cigarette-making, one cut-

ting, one pressing, one grinding and one engine. It is estimated that the daily output of cigarettes will be 500,000.

The main object of the company is to enter into competition in Korea itself with importations of cigarettes from Japan and elsewhere. It is not proposed to undersell imported cigarettes, but it is hoped to encourage sales by bestowing larger discounts upon dealers, and allowing greater latitude as regards time of payment than the agents of Japanese cigarettes enjoy. The intention is also to extend the trade to China and India in the course of the year, orders having already been received from these countries.

ZECH PREDICTS STRAW HAT SEASON.

R. D. Zech, an old-time tobacco buyer in York county, reports to "The World" that he has stopped entirely for the present in buying of the 1903 crops of tobacco in that county. He also gives his reasons, which are that growers are asking too much money for the tobacco in view of the fact that so many crops are defective in some way, either poleburn, green or yellow colors; and further, that so many crops are poorly assorted. He therefore predicts that it will be well on in the straw hat season before the tobacco will be finally going out of the growers' hands.

TO REDUCE CROP ONE-HALF.

Cotton to be Largely Substituted for Tobacco in Kentucky.

Louisville, Feb. 13.—Over 500 farmers in that section of Kentucky known as Jackson's Purchase, lying between the Tennessee and Mississippi rivers and the Tennessee State line have agreed to plant only 50 per cent, of the acreage in tobacco this year and instead will try experiment in cotton.

With 20-cent cotton talked of and the prospect being in favor of 10-cent cotton for several years and with the tobacco trust steadily reducing the farmers' return from the raising of this weed, the 500 odd farmers who attended a mass meeting at Mayfield Saturday afternoon, unanimously agreed to plant but 50 per cent, in tobacco this year and to devote the remainder to the acreage of cotton.

GENERAL NOTES.

Considerable interest was aroused recently in London when a Louis XV gold enameled snuff-box was knocked down to Mr. Duveen at the high figures of £1942 10s. The dainty little box, on which scenes from "Gil Blas" were depicted in colored enamel, was found by a private during the retreat of Joseph Bonaparte from the Duke of Wellington after the battle of Salamanca, and was saved from destruction by Sir George Collier, who bought it for a trifle from the soldier, whom he found busy picking out the enamels with a bayonet.

A. S. Meyers, a Memphis cigar dealer who died last week, was past grand high priest of Royal Arch Masons of the State of Tennessee, past grand deputy master

of Masons of Tennessee, past grand thrice illustrious master of the State Tennessee Council Masons, past high priest of Penn Royal Arch Chapter, past thrice illustrious master of Eureka Council, Memphis and past master of Leila Scott Lodge No. 289, A. F. and A. M.

The Leidersdorf-Schmitt Co. have leased the new seven-story building known as the Button building, corner East Water and Huron streets in Milwaukee, and will occupy same as soon as the remodeling is completed. They are now employing over eighty men and women in the small factory, and this force will be more than doubled after they take possession of the new building.

In Ripley, O., a tornado destroyed three tobacco barns containing from 10,000 to 13,000 pounds of tobacco each. One of the barns belonged to Walter

Hook. His wife was in bed when an immense raft from the barn was driven through her bed-room window, passing over her, smashing the head board and crashing out of the house through another room.

The Kentucky Bulley Tobacco Growers Association has abandoned the effort to handle the present crop of tobacco, and has released its members from the terms of the contract with the Association by which they were to hold their product until such time as the Association could dispose of it.

H. Irvin Harris, of Altona, Pa., was knocked down and painfully bruised when a trolley car left the track and ploughed into the front of his store.

Charles P. Taylor, manager of the cigar department of the Judge & Dolph Drug Co. of St. Louis is held in \$500 on a charge of refilling cigar boxes.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

HENRY RINDSKOPF,

DEALER IN

Sumatra, Havana and Domestic

LEAF TOBACCO,

30 North Sixth Street,

READING, PA.

Havanola Fillers

(American Havana) are THE FINEST ever offered Cigar Manufacturers.

You Should Try Them.

A GOOD LINE OF

Imported Havana,

ESPECIALLY SELECTED FOR THIS TRADE.

Come and See It.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

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WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

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Our Retail Department
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S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

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134 N. THIRD ST., PHILADELPHIA

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Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
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Red Lion, Pa.

Maker of
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Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

O. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SEVEN THOUSAND BALES SOLD IN ONE WEEK.

Less Excitement But Continued Brisk Business are Features of the Leaf Tobacco Market in Havana—Scarcity of Some Grades Probably Means Higher Prices.

HAVANA, February 8, 1904.

While the feverish activity noted in the Havana market week before last has considerably calmed down, still a large business has to be chronicled again, as over 7,000 bales changed hands during the eight days just gone by. Certain grades and growths are beginning to become very scarce and higher prices have been asked, and conceded by needy buyers. This refers to the low grades of Vuelta Abajo colas, as well as botes and terceras of Remedios. The cigarette manufacturers seem to be hard pressed to find any more goods that are suitable for long cut (hebra) variety. The American importers have been actively at work in purchasing all of the second and first capaduras of the 1902 growth, so there is virtually nothing left in the hands of the original Spanish almacenistas, excepting some 1901 crop goods. Light wrappers are also scarce, although the market is still moderately supplied with good heavy Vuelta Abajo fillers, 1902 crop, and some factory vegas of the 1903 crop. Remedios, 1st and 2nd capaduras of the 1903 growth, is attracting attention owing to the comparatively low prices.

Calisto Lopez & Co. received 700 bundles of new Vuelta Abajo, 1904 crop, mostly "libra de pie," or ground leaves, and have same piled up in their factory. Antonio Suarez reports that he received a vega of some sixty odd bales new crop, "libra de pie," which he sold to a local cigar manufacturer who intends to make an early trial. However, as one swallow does not make a summer, the campaign for the new crop cannot be said to have commenced yet. Should the season have changed in reality by giving enough moist temperature, or "blandura," in the country, thus enabling the farmers to pile up the early cut tobacco, then earlier arrivals of vegas may be expected. The question will be raised, whether this class of tobacco may be fit for the manufacturers. In former years the three months of February, March and April have been known as the driest of the whole year, and rarely has the rainy season opened before the month of May

or sometimes as late as June; so therefore the new tobacco seldom reaches Havana before May or June, a few isolated vegas of "libra de pie" excepted. Should the year 1904 prove to be an abnormal year, then the new tobacco may arrive here one or two months earlier, although on the other hand the injury to the tobacco still in the field, and now half green in the drying sheds, would be incalculable. It is said, that the Vuelta Abajo and Partido sections would have produced a double crop in quantity, had conditions been normal, while owing to the untimely rains and moisture one third of this quantity will either be lost, through pole sweat by rotting, or only produce a dark spotted leaf of no value as a wrapper and without any life. The news from the Vuelta Arriba is that in most localities not a drop of rain has fallen and that the crop will be short and stunted; so the chances for the Remedios growth are darker than ever before, provided these reports speak the whole truth and some rain showers should not come yet in the nick of time. That the cost of production of the new crop will not be so low as some people may imagine is best illustrated by the fact that the vegeros, owing to the scarcity of hands, were compelled to pay wages as high as \$3 per day, besides lodging and board, to the extra help which they were compelled to seek owing to the large crop. Other farmers have spent large sums of money for charcoal to keep the moisture out and prevent pole sweat in their drying sheds.

BUYERS COME AND GO.

Arrivals: Julius Ficht, of Ottumwa, Iowa; G. A. Pallister, of Ottumwa, Iowa; J. M. Landfield, of Landfield Bros. & Co., New York; Herman H. Salomon, of G. Salomon & Bros., New York, and Sidney Goldberg, of S. L. Goldberg e Hijos, New York and Havana.

Departures: Julius Ficht, for Ottumwa,

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
Celebrated



Cigar
Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Established 1860

El Rico Habana Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. **Havana, Cuba.**

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,

Cable:—ZAIDCO

HABANA, CUBA.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

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Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York

Adolfo Moeller & Co.

Importers of Havana Tobacco

No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
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La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal	



ROTHSCHILD & BROS.
Importers and Packers of
LEAF TOBACCO.

OFFICES:
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AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK



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HAVANA TOBACCO

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Almacenes de San Jose, HAVANA, CUBA.

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FRANK LANGE

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No. 138 Water Street, New York

Established 1840.

Cable "Margit."

Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
NEW YORK

EDMUND H. SMITH
EDMUND SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCO,
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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

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Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
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AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
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—estic.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA
and Packers of LEAF TOBACCO
197 Water Street, New York

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Iowa; G. A. Pallister, Ottumwa, Iowa; Barney Krausman, E. Cordero, J. M. Landfield, Sidney J. Freeman, Robert E. Lane, Fred Ashner, Luis Cantor and Ernest Ellinger, all for New York, and Augustus Aarons, for New Orleans.

CIGAR MANUFACTURERS.

Havana cigar manufacturers are busier than they expected to be at this season of the year and orders are arriving in fairly large quantities from the United States, England and Germany.

Behrens & Co. have signed some contracts with three houses in Great Britain and Germany to take hold of their new brand "Sol Seleccion Especial" ranging from \$100 to \$1,500 per thousand, but they are still open to give this brand to some enterprising American firm or firms. This cigar is made of the very finest selection of Havana leaf that the island of Cuba produces and the highest kind of workmanship is guaranteed. The orders are coming in freely.

H. Upmann & Co. are very much pleased with the working of their factory. Rabell, Costa, Vales & Co. of the "Ramon Allones" factory are forging ahead steadily.

Jose F. Rocha of "El Crepusculo" fame is wearing a continuous smile and reports that he had to purchase 200 bales more of Vuelta Abajo to meet the increased demand for his cigar.

Enrique Dorado & Co., of "El Rico Habano" are not complaining; things are coming their way.

The Viuda de Jose Gener of "Monterey" fame, which Don Rafael Alvarez so ably represents in the United States, is doing a rushing business; this factory has purchased 3,000 bales of Vuelta Abajo since January 1st.

The Bolivar factory has purchased 200 bales more of stock to tide it over until the new crop shall be ready.

BUYING, SELLING, ETC.

L. Friedman & Co. have made things hum since January 1st; they have purchased fully 2,000 bales of Vuelta Abajo and Remedios during the last fortnight and they sold 350 bales this past week to their Northern customers.

Barney Krausman has just reason to be satisfied with his purchasing expedition to Havana, as the 714 bales of Vuelta Abajo, Partido and Remedios bought by him ought to be big money makers for the firm of Havemeyer & Vigilius.

Antonio Suarez sold 600 bales of Vuelta Abajo.

Marco Pollack since his return from the United States has buckled down to business for his own account at Cuba 24 and, as his numerous friends in the United States appreciate his zeal and thorough knowledge of fine tobacco, it is no wonder that he purchased 450 bales of Vuelta Abajo for them last week.

Sobrinos de A. Gonzalez disposed of 500 bales of all kinds of leaf, Vuelta Abajo, Partido and Remedios.

J. M. Landfield secured 300 bales of Vuelta Abajo for his growing factory. Suarez Hnos. turned over 400 bales of Vuelta Abajo to Northern Buyers.

E. P. Cordero picked up some 300 bales of Vuelta Abajo for his factory.

Jose F. Rocha sold 400 bales of Vuelta Abajo to City and U. S. customers.

A. M. Calzada & Co. received 200 bales of Vuelta Abajo from the country and disposed of 200 bales of Remedios to their friends in the North.

Garcia, Vega & Carcaba continue lively work for their own factories and for customers in their stripping factory.

Rodriguez, Bautista & Co. were sellers to the extent of 300 bales of Vuelta Abajo.

H. Upmann & Co. purchased 300 bales for their friends in the North and shipped 400,000 cigars.

G. Salomon y Hnos. sold 200 bales of various kinds of leaf to City and Northern Buyers.

Bruno Diaz & Co. turned over 200 bales of Vuelta Abajo and Partido to local manufacturers.

The Loeb-Nunez Havana Co. disposed of 200 bales of Remedios.

Sobrinos de V. Diaz had no trouble in selling 150 bales Vuelta Abajo and Remedios.

Rabell, Costa & Co. sold 100 bales of Vuelta Abajo.

Avelino Pazos turned over 100 bales of Vuelta Abajo.

Antero Prieto y Gonzalez, head of the firm of Sobrinos de A. Gonzalez, exchanged single blessedness last Saturday by becoming a Benedict. His bride is a daughter of Antonio Larrea, the former owner of the famous "El Siboney" cigarette factory. The numerous friends of Don Antero here and in the United States wish him a continuous honeymoon. Fully seven hundred invited guests attended the church wedding and afterwards partook of a bountiful collation at the superb new hotel "Miraman," where the health of the new couple was pledged.

(Concluded on page 22.)

CHARLES BLASCO,
COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

E. A. KRAUSSMAN
Importer of **HAVANA TOBACCO**
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Cigar and Tobacco Factories

Are Earning Fat Dividends
When Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which, within a radius of one hundred miles, you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason, ask for our literature; if you want to locate a factory, ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.,
SEABOARD AIR LINE RAILWAY.

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES

OF
UNION-MADE CIGARS

FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba.
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse

AND
COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Cia
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Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers
and Dealers in Leaf Tobacco
Figuras 39--41,
Habana, Cuba.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

G. Falk & Bro, Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Although Sidney J. Freeman's factory escaped damage by flames in the fire at 298 Pearl street, smoke did much damage to his cigars and other stock.

The principal office of the John R. Williams Co. will hereafter be at 120-128 Pacific street, Newark, N. J., instead of at 143 Liberty street, New York city.

James B. Ludlow, receiver of the insolvent estate of Robert C. Galindo, cigar manufacturer at 20 Fulton street, has been elected trustee by the creditors.

The Knickerbocker Cigar Co. has added to its stores in the Bijou Theater Building and the Cadillac and the Marlborough hotels, a store at 631 Broadway.

An elaborately fitted store has been opened by M. Newman at 1536 Broadway, near Forty fifth street. For ten years he was at the corner of Rector and Greenwich streets.

Joseph S. Gans & Co., dealers in leaf tobacco, have leased the Herman Kretschmar tobacco warehouse in Corning, N. Y. The lessees have taken possession of the warehouse, and advertised for one hundred experienced hands. James Mehan, of Cato, will be the local manager of the warehouse.

James Benjamin Duke, who had trouble with the gunners on Duke's Farms at Somerville, is a very interesting personage. He is the youngest son of Washington Duke and was born in North Carolina about forty six years ago. As a tobacco king he has been even more successful than Pierre Lorillard. Mr. Duke's first visit to New York was as a boy and his mission was to introduce his father's cigarettes into the local market. Less than five years later this young man practically controlled the cigarette output of the United States. The capital in the companies he represents amounts to about four hundred million dollars.

The New York Retail Cigar and Tobacco Dealers' Association, at its last meeting, favored the bill, now before the state legislature, providing that trading

stamps shall have a definite value printed on them and shall be redeemable in any quantity or at any time and in cash or merchandise. Announcement was made that the association's new certificates were redeemable until March 1 with one hundred cigars for each thirty certificates and, after that date, with fifty cigars for each thirty. A vote was passed that all manufacturers whose goods were handled by the association be requested to use the stamps of the National Association.

The marriage in Chicago, of William L. Walker to Mrs. M. Gillion Sarlis, both of New York, is announced. The bridegroom is a director of the American Tobacco Company, and is well known in business circles. The ceremony was performed by Bishop Cheney at his residence, No. 2409 Michigan avenue. The bride was given away by her brother, Charles H. Stevens. Only immediate relatives were present. Following the ceremony a wedding breakfast was given at the Auditorium Annex. Mr. and Mrs. Walker left for Hot Springs, Va., for several weeks before returning to New York, where they will be at home at the Buckingham, Fifth avenue and Fiftieth street.

Although the concerns are not to be consolidated, the fact that stockholders of the Sarbrug Co. have acquired an interest in the Khedivial Co. will result in a management for the mutual interests of the two concerns. The plant of the latter is to be under the same roof as that of the former at Hudson and Reade streets. Samuel H. Harris will continue in charge of the purchasing and blending for the Khedivial Co. but will travel more than he has in recent years. In a recent letter to a labor organization, Mr. Harris wrote: "Union labor has done little for manufacturers using union labor. We have seen none of their factories grow big, and of our own personal knowledge we know that union labor is the largest consumer of scab and non union made goods in this country; and, until this condition changes, we certainly shall not be much worried by the determination of your organization not to use our goods."

A formal motion in the Court of Chancery last week to dismiss the suit of McAlpin against the Universal Tobacco Company, which had been settled out of Court by the parties to the original suit, was opposed by counsel for Lawson, Brown and Weidenfelt, intervening complainants.

He is charged that the property of the Universal Tobacco Company had been disposed of to the Commonwealth Tobacco Company, and that the Universal Company was practically out of business. He contended that the whole proceeding was a move to consolidate the two companies, and that his clients had been offered over \$10,000 stock of the Commonwealth Company in return for the surrender of \$60,000 of stock in the Universal Company.

W. H. Peckham, counsel for the Universal Company, spoke in favor of the motion to dismiss, and characterized the opposition as a "strike" move. The opposing counsel declared this to be an unfair attack upon Mr. Weidenfelt, who was not in Court to defend himself.

The Treasury Department has disallowed the application of Pierre Lorillard & Co., of New York, for the establishment of a rate for the allowance of drawback on exports of plug tobacco manufactured from Sumatra leaf clippings. This action was based on the conclusion that the plug tobacco in question was not a bonafide manufacture in the meaning of the law. Before this conclusion was reached a careful investigation was made by the Treasury Department. The clippings used in making the plug are the waste from cigar wrappers, this waste amounting to from 35 to 50 per cent of the imported leaf. The duty on this tobacco is \$1.85 per pound, and its value, duty paid, is about \$3 per pound. The market value of the clippings, which are used commercially as a fertilizer and as a blend in some grades of smoking tobacco, is from one to six cents per pound, and the market value of the manufactured plug tobacco is claimed to be from 40 to 60 cents per pound, though the Treasury Department did not find that it had been commercially used to any great extent. The amount of Sumatra leaf used in manufacturing one pound of the plug would be sufficient to entitle the manufacturers to a drawback of 46 cents per pound on its exportation, this being greatly in excess of the reported commercial value of the plug tobacco.

LYRICS OF THE WEED.

The Pipe and Cigar Are Often Praised in Song.

It is a curious fact, not, perhaps generally known, that the word tobacco does not appear anywhere in Shakespeare's plays.

And yet the Elizabethan writers know all about the weed, and their pages are filled with reference to smoking. As early as 1585 Sir Walter Raleigh introduced the leaf into London, and Spenser in 1589 referred to tobacco, in "The Faerie Queene," as divine. Ben Jonson, in 1589, said that it was "the most sovereign and precious weed that ever earth tendered to the use of man." "The Metamorphosis of Tobacco" appeared in 1602, twenty years before Shakespeare's plays were published. Indeed, William Barclay, the learned old Scotch jurist, who died in 1608, not only wrote a volume on the virtue of tobacco, but also bore testimony to the extent of the use of tobacco at that time when he wrote:

"Tobacco neither altereth health nor hew.
Ten thousand thousand know that it is true."

Everyone recalls that "eloquently silent" evening at Craigmantock in 1833, when Carlyle and Emerson, on either side of the fireplace, puffed soberly with never a spoken word until midnight and then parted, shaking hands with mutual congratulations on the profitable and pleasant evening they had spent together. Among the novelists, Thackeray, Dickens and Bulwer loved to smoke, and so did the great soldiers, Blucher and Grant. Authorities differ as to whether Napoleon smoked. Some say he loved a good cigar, but in a book of poems on tobacco, written by William L. Shoemaker, it is asserted that "The great Napoleon knew to conquer Kings.

But there was one thing that he could not do:
He could not smoke."

According to this same authority, Napoleon was presented with a splendid pipe by the Sultan of Turkey. He tried to enjoy it, but choked and strangled, until he declared that the abominable stuff made him sick and was only fit for fools and sluggards.

When one recalls how Theocritus sang of the hyacinthine flower, and Horace praised the Massie wine, there is a feeling of regret that these poets were unable, through ignorance, to sing the praises of tobacco. Even Omar Khayyam, with all his delight in the joys of earth, knew nothing of the weed, and some one has remarked, apropos of a well-known

MANUFACTURERS

who want to deal with the Wholesale and Jobbing Trade

Should Have a Copy

of our

Tobacco Trade Directory

AND

Ready Reference

It contains not only a list of the Wholesale Dealers and Jobbers, including wholesale Cigar and Tobacco Houses, wholesale Grocers, wholesale Druggists, wholesale Liquor and Confectionery Dealers throughout the United States, but it also gives the Names of the Managers of the Cigar and Tobacco Departments of the principal wholesale houses; something that was never done before.

The Price is only One Dollar.—Send for it Now.

TOBACCO WORLD PUBLISHING CO.,
224 Arch Street, Philadelphia.

verse in the Rubaiyat, that anybody could have the book of verses, the loaf and the jug of wine, provided that he had the cigar. The same idea is expressed in a verse which appeared some four or five years ago, as follows:

"An open sky, a road not over-rough,
A seasoned pipe and some good smoking stuff,
A trusty wheel with perfect tyres and cranks,
With these, methinks, 'twere Paradise enough."

Kipling must be a great worshiper of tobacco, for it was he who declared that "A woman is only a woman, but a good cigar is a smoke."

It is, perhaps, indicative of the comfort which a cigar or a pipe is to a bachelor that nearly all of the lyrics on tobacco disdain mention of the feminine creature, and even speak of woman as an unnecessary adjunct to a home supplied with pipe and tobacco jar. Perhaps the time may come when all the women will smoke, as they did, according to veracious historians, in the seventeenth century. In the meantime most of the poets who sing of the charms of My Lady Nicotine seem to want no other sweetheart. As one rhymist puts it:

"Let others seek the bliss that reigns
In homage paid at beauty's shrine,
We enjoy not such foolish gains,
In sweet content, old pipe of mine."

The enthusiastic devotion which the

pipe inspires is well illustrated in the old German smoking song:

"When love grows cold, thy fire still warms me;
When friends are fled, thy presence charms me;

If thou art full, though purse be bare,
I smoke, and cast away all care."

It was long ago that a good old English poet declared that a glowing pipe the spirit cheers; and even the dyspeptic Carlyle asserts that the sedative and clarifying tobacco smoke, with the obligation to a minimum of speech, surely gives human intellect and insight the best chance they can have.

Brander Matthews is one of the modern authors who has paid his tribute at the shrine of the golden leaf. His clever balad, "A slave is each man to the weed," has been frequently quoted. Edgar Fawcett's poem on "Pipes and Beer," beginning:

"Before I was famous I used to sit,
In a dull old underground room I knew,
And sip cheap beer and be glad of it,
With a wild Bohemian friend or two."

has found an echo in the hearts of those who, as the pathways of life carried them away from the old haunts, would like once more to mingle with the old crowd and enjoy the pipes and beer. Richard Le Gallienne has made his contribution to the gentle art of smoking in his rondeau, "With Pipe and Book," in which he avers that he dreads not death, although he hopes that Fate will let him

stay a little longer with his pipe and book. But, after all, one of the very best poems on smoking, written in modern times, is by Theo. Marzials. It is brief enough to be epigrammatic:

"And life is like a pipe,
And love is the fusee;
The pipe draws well, but bar the light,
And what's the use to me?"

"So light it up and puff away
An empty morning through;
And when it's out—why, love is out,
And life's as well out, too."

It is an interesting fact that some of the best poems about smoking have been written by women. Eva Wilder Brodhead's verses on "Ingen Summer" tell of the common "co'n-cob pipe," with all the enthusiasm of a man. Kate A. Carrington has told how the scent of a good cigar will come softly through the open door—

"Just as a loving, tender hand
Will sometimes steal in yours,"

—while one of the magazines not long ago printed a poem on cigarette smoking written by a Miss Radford, which was delightfully clever.

But more remarkable than all, Amelia E. Barr, the well-known novelist, wrote a poem on "My Little Brown Pipe," which is so true to nature that it is hard to understand how she imagined all the delights of "the little smoky treasure," as she calls it, unless she puffed away like a man. Surely, the most inveterate

smoker could not have said more in behalf of his pipe than this:

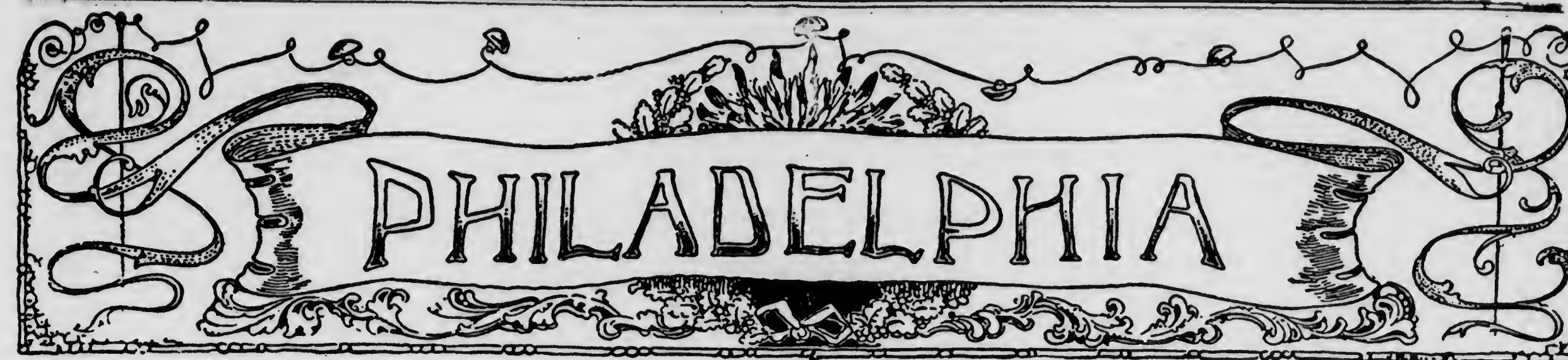
"It helps me through the stress of life;
It balances my losses;
It adds a charm to all my joys,
And lightens all my crosses.
For through the wreathing, misty veil,
Joy has a softer splendor,
And life grows sweetly possible
And love more truly tender."

This literature of the pipe and pouch, these sonnets to the sainted herb, these lyrics of the nicotine goddess, are well worth knowing. There are many of them, and as they were all written in con amore, they have a spontaneity and a charm which makes them a delight to all who smoke. And of all prose writings, Barrie's "My Lady Nicotine" is best. It has become a classic. It would convert a man to smoking for the rest of his days.—Washington Post.

Business Men Help Farmers.

Prairie Du Chain, Wis., Feb. 12.—There has been much talk here the past year or so, in regard to establishing a tobacco warehouse, and encouraging the production of tobacco. Recently the Business Men's Association has concluded to do something more than talk. It is intended to raise money by subscription, and pay \$20 to each farmer who raises an acre of tobacco, the Association to receive 20 per cent of the crop, furnish seed and market the tobacco for the growers.

The Association will also furnish tobacco seed and plants, and such expert assistance as may be necessary.



WHO OWNS THE LABEL?

Who owns a cigar label design which has not been copyrighted—the man who has originated the nature and arrangement of the general features and has indicated them in a rough sketch, or the professional designer who has elaborated and perfected the various details and prepared a design ready for reproduction by photographer and lithographer?

This question has arisen lately in Philadelphia. The lithographer whose artist produced the perfected design took it to the cigar manufacturer who had conceived and sketched the general arrangement, and was asked to leave it for a few days. Two weeks later the sketch was returned to him with the statement that a decision to give him no order had been reached. Later he discovered that an order for a label of the same design and description had been given to another lithographer. Naturally he kicked, as in one way or another the design represented an expense of, at least, \$15 to him. Whether he has any redress is a matter of doubt. The probability is that he committed a mistake fatal to his rights in the matter, in allowing the design to go out of his possession, and for so long a time. Had he simply shown the label to the prospective buyer and allowed a reasonable examination and study of it, there would have been little danger of an unfair use of what he had paid his artist for doing. Instead, however, of protecting himself by guarding against having his design copied either by photography or sketching, he allowed it to remain out of his control for a fortnight, ample time for a rival lithographer to make any use of it he might wish. Without any question the aggrieved lithographer is a victim of breach of confidence, but the chances are that he has no remedy at law.

TRAVELER'S CONTRACTS.

A traveler for a Baltimore leaf house has written to a Philadelphia friend asking his advice concerning a predicament in which the traveler finds himself. The traveler was engaged for a year from January 1st, but, in consequence of the fire, has been called from the road and informed that there will be no further occasion for his services, for the present at least. The concern for which he

traveled was burned out and is uncertain whether it will resume business. The traveler naturally is desirous of knowing what are his legal rights in the matter, but, as in his letter to his Philadelphia friend, he has failed to quote the wording of his contract, the latter could not, even if thoroughly posted in regard to the law on the subject, give a competent and trustworthy opinion. The question is one which will interest travelers in all kinds of business, if under contract. In this instance the traveler faithfully performed his duties as long as his house had goods to sell. All the stock was consumed by fire. Were the proprietors desirous of continuing in business, they could easily obtain money by transferring the claim for insurance due them, could obtain temporary quarters and could secure stock, so that the traveler could soon resume work. Instead, they inform him that his contract is cancelled. The fact that the destruction of building and contents was a part of a great conflagration perhaps affects the question no more than if the loss had been due to a fire confined wholly to that property. There is, of course, an important question in this connection, inasmuch as the general paralysis of business adds to the difficulties under which the concern labors and might warrant it in calling off all business deals when such a calling off would not be warranted in the case of an isolated fire. Whatever the law in the matter, the subject is one of general interest to all commercial travelers who are under contract and particularly to those who at the opening of a year have a choice of engaging with several different concerns.

JOBBERS IN TROUBLE.

As a result of work by agents of the Internal Revenue department some of the tobacco jobbers of Philadelphia have recently found themselves in trouble, because of sales made to retailers from broken packages of plug tobacco. One of the half dozen against whom informations have been filed had to pay \$175 to compromise the case, and two others have also compromised. At the local internal revenue office an attempt to ascertain the names has been made unsuccessfully, but the information that no actual arrests have been made was obtained.

Jobbers who have observed the law are glad that the proceedings have been brought, as they have suffered a material loss of patronage in consequence of their refusal to violate the law in order to accommodate customers. Enforcement of the law has had some rather surprising effects. Consumption of plug tobacco has decreased fully twenty-five per cent, and consumption of scrap chewing tobacco has increased in proportion, consumers who found difficulty in obtaining the former contenting themselves with the latter rather than go to store after store in search of the kind to which they have been accustomed. One man in search of a plug of "Toddy" reports having sought it unsuccessfully in nine different stores. This change from plug to scrap tobacco is a source of considerable loss to dealers, as a man who will use 5 cents worth of plug in two days can make 5 cents worth of scrap last him a week. The jobbers lose again in the fact that they receive about \$35 for ten pounds of plug whereas they receive only about \$26 for ten pounds of scrap. In addition to this, the percentage on the scrap tobacco is less, the total loss of profit representing about three per cent.

NEW ARCH STREET STORE.

The store, now vacant and until recently occupied by a jeweler, at the southwest corner of Third and Arch streets, has been leased by M. I. Lifshetz, cigar dealer at Tenth and Arch streets, and will be opened by him as a branch cigar store about April 1.

BI-MONTHLY MEETINGS.

The directors of the Philadelphia Retail Cigar and Tobacco Dealers' Association have voted in favor of holding five meetings each year, on the fourth Tuesdays of February, April, June, October and December and in favor of providing an hour's entertainment at each meeting. Action on these recommendations will be taken at the next meeting of the Association, to be held February 25.

REMOVAL TO NEW YORK.

T. J. Dunn & Co. will soon cease to be a Philadelphia concern. Already all the cigarmakers who were employed in the concern's factory in the Potts building on Cherry street have been discharged

and the stock removed. All the business will be transferred to New York very soon. T. J. Dunn & Co. recently bought out McCoy & Co. and now occupy the McCoy factory at 182-190 Avenue C, with about 600 hands. In the first four days of last week orders for 663,500 cigars were received. The suit brought by Peter F. Dailey to prevent T. J. Dunn & Co. from using his name and picture is not expected to come to trial in less than a year.

MINOR TAG CO. AWARDS.

Many Philadelphia people who made estimates in the Florodora Tag Co.'s contest and won prizes of less than \$25 have received their awards. The full list of the recipients of \$25 or more was published in The Tobacco World a few weeks ago, but a list of minor awards has not been furnished for publication. The Messrs. Murphy, of the Penn Tobacco Co. on Market street, have received \$10 and two boxes of cigars. Harvey E. Narrigan, son of Harvey D. Narrigan, received 750 cigars. William G. Perit of 506 Market street, received a \$5 bank-note and a box of cigars. Mr. Perit's best estimate was 578,199.678. The correct figures were 578,157.470.

BOGUS UNION-LABELS.

I. W. Bisbing, special organizer of the International Cigarmakers' Union, and J. B. Kuhn, secretary of the State Blue Label League, have discovered evidence of counterfeiting of union labels by small tobacco dealers in this city, and have caused indictments to be found against a number of firms. One man from whom more than 7,000 cigars bearing spurious labels were purchased has been held in \$1,500 bail. The manufacture of the bogus labels has been traced to Red Lion, York county, Pa. The union agents are determined to push the prosecution.

MOSTLY PERSONAL.

From the Toledo, O., Times.—The Western Cigar and Tobacco company, of St. Mary's, recently incorporated to engage in the wholesale and retail tobacco business, has organized by selecting B. F. Mooney, president; O. E. Dunan, treasurer, and C. R. Jones, secretary and manager. Mr. Jones, formerly of

If you want a **LEADER**
in **UNION-MADE CIGARS**,
WRITE TO
C. Ruppin, Lancaster, Pa.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

Lima, and private secretary to Congressman R. B. Gordon during his term of office, has been engaged in the leaf tobacco business at Philadelphia the past two years. Edward Hildebrandt, foreman of a large cigar factory in Philadelphia, will serve as foreman of the new concern.

For the Allen & Marshall Co., Charles Heath is covering Pennsylvania, West Virginia and Ohio, and John E. Matthews the South, including Florida and Texas. M. E. Casserly continues to take care of the city trade, and a man to travel in the West is soon to be added to the force.

"As clean as the food you eat" is a combination of words long associated with the Vesper cigars. The Market street headquarters of the makers, Obinger Brothers & Co., certainly are in keeping therewith; for a neater, more orderly and scrupulously clean place of business, of any kind, cannot be found in the length or breadth of the city.

In his suit with the Consolidated National Bank of Philadelphia, Elmer E. Kirkland, a manufacturer of cigars in Binghamton, N. Y., has had a judgment given in his favor by the New York Supreme Court. A Philadelphia tobacco dealer, to whom Mr. Kirkland had given his note for a quantity of tobacco, committed suicide, but, before doing so, turned the note over to the bank. The bank took possession of and sold the tobacco, and sued Mr. Kirkland on the note.

Theo. Herman Vetterlein youngest son of Julius Vetterlein, the well-known Arch street leaf packer and dealer, has been elected to preside at the closing exercises of the 1904 Graduating Class of the Philadelphia Episcopal Academy; also captain of the 1904 base ball team. These honors, which are the highest that can be conferred upon any classmate by his fellow students, are quite as gratifying to Mr. Vetterlein's many friends as they are pleasing to Mr. Vetterlein.

"Fortune Queen" and "Peggy O'Neill" are new brands of the Theobald & Oppenheimer Co.

Among the passengers who arrived in this city Sunday evening from New York were Edgar J. Stachelberg, of the New York cigar manufacturing house of M. Stachelberg & Co., and his bride, who was Miss Millie James, the well-known actress. They stopped over in Philadelphia on their way to Florida and Havana. The wedding occurred Sunday.

Mr. and Mrs. William Katz, of 446 North Sixth street, where Mr. Katz is in the cigar business, have issued invitations to the wedding of their daughter, Miss Sophie, and Nathan Sternberg, Wednesday evening, March 2, at New Pennsylvania Hall, 928 South Sixth street.

Since the cessation of prosecutions under the Sunday law quite a number of cigar dealers who formerly did business only six days in the week keep their doors open every day, but wholesalers report no perceptible increase of business in consequence.

By the Baltimore fire Otto Eisenlohr & Brother lost the entire equipment of their office in that city, together with the small quantity of stock carried there. Otto Eisenlohr is in Florida, and Louis H. Eisenlohr is in San Francisco.

Miss Anna S. Perlstein, bookkeeper for the Empire Leaf Tobacco Co., is receiving congratulations on her betrothal to William Moldawer, who is in the wholesale clothing business on Market street.

R. Schatz, formerly at 606 South Eleventh street, has bought the building at 1105 South street, and will remodel and use it as headquarters of his jobbing business.

The Charles Thompson is the latest addition to the brands of Bayuk Brothers. Joseph R. Kevitch has been given charge of the firm's retail branch.

The Pennsylvania Cigar Stores Co. is preparing to open a new branch at Seventh and Market streets, where I. Lowengrund was recently located.

The serious illness of I. Lowengrund, who has five retail stores in Philadelphia, has now continued eight weeks.

Alfred Driver, referee in bankruptcy, has called a meeting of the creditors of the Manuel J. Portuondo Co. for February 19.

El Rutherford is a new clear Havana cigar at the factory of the Allen & Marshall Co.

Adolph Loeb, of K. Strauss & Co., was in Connecticut recently, on a buying trip.

PHILADELPHIA LEAF MARKET

The dullness in the local leaf market, which has prevailed for several weeks, continues. Manufacturers in most instances are buying no more stock than they need for immediate use. There is some consolation in the fact that reserve supplies in the factories are very small. Trade has been quiet for an unexpectedly and unusually long period and a revival of brisk buying should occur very soon.

EXPORTS:
85 cases leaf tobacco.

AFTER BALTIMORE'S FIRE.

Baltimore, Md., Feb. 16, 1904.
Every day sees considerable progress made toward resumption of business by victims of the recent conflagration.

Henry Lautz & Co. have issued a circular announcing that, having saved their books, records and valuable papers, they have found a new location at 211 South Charles street, and are ready to fill orders. Their loss was only about \$1,500, being confined to the firm's offices, and the insurance was ample.

A. Schumacher & Co., at 5 South Gay street, had a four-story building destroyed, but there was no stock in the building. The firm was established in 1829. Its new location is at 419 Hanover street.

J. Henry Fisher, manufacturer of cigar boxes at 14 and 16 West Barre street, has sent out printed announcements that he wholly escaped harm in the recent fire.

M. Kemper & Sons have found a new location at 604 North Eutaw street.

Abraham Fader, who was burned out at 222 East Baltimore street, is now at 606 West Baltimore street, actively engaged in business again. He had occupied the burned building, 25 by 100 feet, fourteen years. The insurance companies will make good his total loss.

The Keystone Cheroot Co.

The Keystone Cheroot Co., of Hanover, York county, Pa., has been incorporated with a capital stock of \$25,000, and the following officers: President, J. F. Fisher; Vice President, O. K. Parker; Secretary and Treasurer, Bradley J. Fisher. John J. Bollinger is the attorney for the company.

Independent Manufacturers.

Committees as follows were appointed last week in Boston at a meeting of independent tobacco manufacturers: Procedure, John Surbrug of New York, G. W. Stinson and Benjamin Pearson, of Boston, C. D. Larus of Richmond; Publicity, E. V. D. Paul, Hugh Campbell, J. A. Block, E. M. Warder. The meeting was a result of the recent agitation in Boston over restrictions placed on jobbers and sub-jobbers with reference to handling of independent goods.

Smugglers in Paris.

Last month some land smugglers, who contrived to bring into France large quantities of cigars, cigarettes and matches from Belgium, were observed at a small station near Longwy, on the north-eastern frontier, and they were followed to Paris, and thence to Sens. At the latter place an arrest was made of a receiver of contraband goods. He had taken over a consignment of 14,000 cigars. The man was sent to the Sante prison, where he recently had from his concierge a letter advising him that a consignment of 300 pairs of boots had been sent to him from Lille and was in the care of the Northern Railway Company at Ermont, outside Paris. The communication was handed over to the police superintendent by the governor of the prison and the consignment from Lille was overhauled. It contained not 300 pairs of boots, but 6,000 very fine fat cigars, which were seized, and will be sold hereafter by the Regie at about treble the price they cost in Belgium.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of
FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart **Every Case**

1902 FINE FORCE-SWEATED **Our Own**
CONNECTICUT **Packing**

I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
AND DEALER IN ALL GRADES OF
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke Street,
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United
Phones **LANCASTER, PA.**

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. **LANCASTER, PA.**

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster.
PRICES and WORKMANSHIP will Compare Favorably with Any in the State.
CIGAR BOXES and SHIPPING CASES,
LABELS, EDGINGS and RIBBONS,
Cigar Manufacturers' SUPPLIES of All Kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., **LANCASTER, PA.**

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
Mfrs
Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

We Can
Save You Money.

The Sternberg
Mfg Co.
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF
Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

(Concluded from page 11.)
in "Veuve Cliquot Brut." The daily press estimates the value of presents as nearly \$50,000.

Receipts of Tobacco from the Country.		
Week Ending	Since	
Feb. 6.	Jan. 1.	
Bales	Bales	
Vuelta Abajo	268	1,057
Semi Vuelta	—	8
Partido	201	890
Matanzas	1	2
S. Clara & Remedios	236	3,229
Santiago de Cuba	—	242
Total	706	5,428

Lancaster Law-Suit.

Verdict for Plaintiff to Recover \$420 for Breach of Contract.

Lancaster, Pa., Feb. 16, 1904.
More buying of the new crop was done during the past week than for weeks previous, buyers, however, going along very carefully and much more conservatively than in some years past. Prices have been ranging from 7 1/2 and 1 to 8 and 2 cents.

Sales in old goods are going on in about the usual way, with the exception of one packer, who shipped last week a lot of 100 cases of 1901 crop.

An alleged breach of contract case came up before Common Pleas Court here last week. W. W. McFalls brought suit against W. G. Mellinger & Bro. to recover a loss from an alleged breach of contract. Mellinger & Bro. are dealers in leaf tobacco at Piqua, this county, and in December, 1902, purchased from Mr. McFalls, through their agent, B. E. Radcliff, 13 acres of tobacco, weighing about 15,000 pounds, at the price of 8 cents through. McFalls alleged the contract was signed and then afterward the defendant company refused to accept it after examining the tobacco. McFalls then said he would sell the tobacco somewhere else and would hold this firm responsible for any amount he lost by the transaction. He tried to sell it, but was unable to do so for some time, and when he did sell it he lost \$420.65, which he would have received had the Mellinger firm taken it. The defense claimed that the tobacco was examined by them and found to be not up to the contract. McFalls was told that his tobacco would be sorted and he would be paid for what was sound. The tobacco was never delivered, but sold to other persons. The jury rendered a verdict in favor of the plaintiff for \$420. Coye & Keller were counsel for plaintiff and T. B. Halahan for the defendants.

Reading's New Company
To Occupy the John R. Mast Factory About the First of March.
Reading, Pa., Feb. 16, 1904.
Application has been made to the Governor of this Commonwealth for a charter for the Powell-Witter-Leninger Company to manufacture cigars. The applicants are: Frank H. Powell, of Camden, N. J., a well known cigar man and owner of the well known brand "Oxus;" John H. Witter, of Newmans-town, a widely known cigar manufacturer; Arthur J. Leninger, secretary

and treasurer, of the Uganda Cigar Company, distributors, at Danville, Pa., and Arthur H. Woodward, an attorney-at-law, of Philadelphia. Simpkins & Woodward are the solicitors for the applicants. The capital stock will be \$10,000, fully paid. It is this company that recently leased the John R. Mast factory building, located on Cherry street, in this city, and operations will be commenced about March 1. In view of the fact that several of the incorporators are large handlers of cigars the company would seem to be starting out under the most favorable of auspices.

J. W. Ramsey has returned from a short stay in Lancaster county, where he succeeded in doing some business. M. Bauml, with I. J. Schoener Co., New York, was one of the visitors here this week, as was also J. A. Kinney, with A. Cohn & Co.

Enterprise in York.

Preparing for Pennsylvania's Tobacco Display at St. Louis.

York, Pa., Feb. 16, 1904.

There is a slight improvement noticeable in the conditions of the cigar trade in this section. As a result, visiting leaf salesmen were meeting with somewhat better business during the past week.

D. Kalberman, of New York, made one of his periodical visits here last week.

J. M. Hunsberger, representing Shelp & Vandegrift, of Philadelphia, was also here.

Geo. W. McGuigan of Red Lion, has just returned from a several weeks' business trip through Northern Pennsylvania.

I. E. Stump & Co., of Red Lion, are making preparations to launch a new brand of cigars of the nickel variety, which will be put up under a new and specially designed label.

J. F. Fiddler, of John W. Minnick & Son, Dallastown, will leave on a business trip through Western Pennsylvania. But five new cigar factories have been licensed in this district since the first of this month.

The cigar factory of H. L. Crumbly, at Hellman, which is being managed by John F. Howard, has now a half dozen hands at work, and will increase its force as additional and competent hands can be secured.

The old saying that there is no ill wind blows that does no one some good seems to apply to the Baltimore fire. Several manufacturers in this section have received letters from customers in Baltimore requesting them to hurry forward some goods, as they were completely burned out and were resuming at some other location. Among such in particular are: J. C. Heckert & Co., of Dallastown, and G. W. Gable, of Wind-sor.

The Winget Manufacturing Company, of York, is getting out a directory of exhibitors at the St. Louis Exposition in the Central Agricultural Building in which has been secured space for the purpose. The following, taken from a circular issued by the Winget Company, explains itself:

"We have secured space in the Central Agricultural building at the

Louisiana Purchase Exposition for the purpose of demonstrating the superior quality of the Pennsylvania leaf tobacco and advertising the entire cigar industry of the State. We ask you for two lines of samples, one to compete for prizes, the other to sell by on the usual 5 per cent. brokerage to be paid us on goods sold during the Exposition only. Duplicate orders coming to you after this exhibit costs you nothing.

"We shall publish and distribute to jobbers 2500 directories, of those who join us in the greatest tobacco exhibit ever undertaken. The directory contains the firms who help to make the exhibit a success. Each exhibitor will have a page in this directory with the brands he manufactures, prices, quality and capacity. This directory will be sent to all the largest jobbing houses in the country, with instructions to visit our central tobacco exhibit and examine the largest line of Pennsylvania cigars ever brought before the public.

"Our salesmen who we have engaged especially for the purpose, will be on the ground to take large contracts with all jobbing houses for the samples exhibited. A large amount of money has been spent and more is necessary to make a creditable showing at this exhibit. In order that the expenses may be properly divided we shall charge \$20 a page for space in the directory with the understanding that the first \$400 worth of cigars sold by us we remit the brokerage thereon, or in other words the directory space costs you nothing, as we sell the first \$400 worth of your goods free of charge. Never in the history of the United States was there such an opportunity to introduce and advertise your goods, and we are in hopes that every person in any way interested will lend their assistance to making it a success.

"Millions of visitors will see your goods in this display and the directory will be kept by the jobbing houses for future reference. It will contain the names of our most progressive manufacturers.

"Our time to properly compile this directory is short and if our solicitors do not call on you, kindly drop us a card and we will forward particulars,

AMERICAN EMPIRE

10 CENT

Havana Cigars

READING, PA.

EL VOLCANO

5 CENT

Louisiana Purchase Exposition for the purpose of demonstrating the superior quality of the Pennsylvania leaf tobacco and advertising the entire cigar industry of the State. We ask you for two lines of samples, one to compete for prizes, the other to sell by on the usual 5 per cent. brokerage to be paid us on goods sold during the Exposition only. Duplicate orders coming to you after this exhibit costs you nothing.

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blanks, etc., and we would advise you to get space as soon as possible. It means much to you and to your future."

SEEKING A PARDON

For the Man Who Counterfeited Cigar Box Stamps.

Pottstown, Feb. 15.—Actuated by sympathy for his family, who resides here, a petition is being circulated for the pardon of William M. Jacobs, now serving a ten-year term in the Eastern Penitentiary for his part in the Lancaster counterfeiting case, which resulted in the conviction also of Ellery P. Ingham and Harvey K. Newitt. The petition was started by members of the Fifth Street Methodist Episcopal Church, which Jacobs' family attends, and among the signatures is that of Burgess Porter. It will be sent to President Roosevelt for action. Since moving here, two of the Jacobs children have died, a son having been buried a few days ago; a daughter is seriously ill with typhoid fever. The petition sets forth that the signers believe Jacobs has suffered sufficiently for his crimes, and that his wife is in needy circumstances.

WELL-KNOWN LAWYER DEAD.

Jacob L. Steinmetz, one of the foremost members of the Lancaster Bar, and prominently identified with the business and social life of Lancaster city, died Monday at the Hotel Cocalico, Ephrata, of which he was proprietor. In 1876 he was a delegate to the Convention at St. Louis, which nominated Tilden for the Presidency, and the same year was elected to the State Legislature. Mr. Steinmetz was counsel in the course of his professional career for many clients engaged in litigation over tobacco, and about twenty-five years ago, won the first case in this State in which tobacco was replevined in a suit brought by a creditor of an insolvent concern.

Before the end of March Albert D. and Max D. Zeugschmidt will resume business at 710 Wylie avenue, Pittsburg, under the name of the Zeugschmidt Cigar Company.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Alvin, Madoc, Raguel, Combate, New-ton, El Carib, Spike, Phoebe Snow, Log Lungs, William C. Whitney, Girl From Dixie, The Binghamton Press, Colossi, Humidores, Rebecca Gratz, Aromadad, Panama Girl, Julian Hawthorne, Little Bradford, Carosa, Endosa, Importidad, Superada, Seneca, Sundial, Cremorne, Pleasure Garden, Curios, Happy Bear, Jolly Bear, Fine Blade, Normal Beauty, Cle Elum Rose, Roslyn Belle, Joss-Sticks, Cuban Puzzle, Havana Puzzle, Tampa Government Building, La Marlew, La Marwis, Commercial Honor, El Wismar, El Piconaro, Uncle Pike, Custom Duty, Ceronna, Charles B. Landis, Red Wolkn, Carte Du Jur, Havana Halfs, Elk's Nest, Nistala, Duke of Reichstadt, El Sineck,

REJECTIONS.

Como, New Baltimore, Cottage Maid.

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Trade-Mark Register.

PERKIOMEN FLYER. 14,344

For cigars. Registered February 10, 1904, at 9 a. m., by Arthur A. Offner, Green Lane, Pa.

PERKIOMEN LEADER. 14,345

For cigars. Registered February 10, 1904, at 9 a. m., by Arthur A. Offner, Green Lane, Pa.

PANAMA TREATY. 14,346

For cigars. Registered February 10, 1904, at 3 p. m., by Solomon Bros., Philadelphia, Pa.

PLUCKY JAPAN. 14,347

For cigars. Registered February 11, 1904, at 9 a. m., by the La Zimo Cigar Co., Philadelphia, Pa.

BEJUCAL. 14,348

For cigars. Registered February 15, 1904, at 3 p. m., by F. L. Dominguez, Jr., Philadelphia, Pa.

ZION GUARDS. 14,349

For cigars, cigarettes and tobacco. Registered February 16, 1904, at 11 a. m., by A. Cohen, Philadelphia, Pa.

NEW YORK TWISTS. 14,350

For cigars. Registered February 16, 1904, at 11 a. m., by C. G. Singely, Manheim, Pa.

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El Machpelah, Net-Gain, Wheatland Bunch, Santa Hnmo, El Marluko, Luna Bella, Marluko, Lunalora, Luna Rosa, Luna Flora, Luna Rica, Donner Wolken, El Aprecio, Francis Plumsted, Phillip Ford, Gerome, Coony's Little Havana, Prince Mitchell, The Bathing Girl, Union Scott, Nehtawanta, Purcell's Choice, New Britain, Royal Templar, La Ampera, Dining Car, La Rosa de Vives, Kings County Seal, Roger Morris, Smokers Receipt, Awina, Tabitha, Knox College, Knox Banner, The Saddle & Siroin Club, Burgess, La Natina, La Premiera, Salvita, La Malosa, Boecklin, Reuben E. Fenton, Governor Fenton, La Katharina, Viva Rosa, Media Luna, Rukikete Vytanta Cigarus, L. D. K. Gediminas, Ausonia, Hine's Pickles, New Baltimore, Greater Baltimore, Milfordia, La Sameda, Royal Pappoose, El Bisonte.

—From Athens it is stated that the Greek Government intends, if possible, to put a new tax of 20 to 30 lepta per oka on tobacco. It is said that this increased taxation is to provide the interest which has to be paid for the four million drachmas which the Greek State borrowed to enable it build large tobacco manufactories.

SPECIAL NOTICES
(12 1/2 cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Keller Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-1f

FOR SALE.—A complete scrap factory with all the latest improved machinery, including a Hurricane Drying Machine made by the Philadelphia Drying Machinery Co., and a 60 gallon Jacket Kettle. Will sell as a whole or in parts. The Drying Machine would suit a large cigar factory for drying fillers. For further information, Address Box 149, care of The Tobacco World, Philadelphia. 2-10-2t

WANTED.—Young man representing a well-known Philadelphia cigar factory wishes a side line of cigars from \$3.00 to \$25.00 per M. Best of references given. Goods sold direct to retailers. Address C. H. S. Box 148, care of The Tobacco World, Phila. 1t

FOR SALE.—One Thousand Blocks Cigar Molds, 35025. Apply to 2-17-4 P O Box 49, Hanover, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

MANUFACTURER OF ALL KINDS OF

**CIGAR BOX LABELS
AND TRIMMINGS.**

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Match It, if you Can—You Can't.

Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

TOBACCO UNJUSTLY TAXED.

Not Only In This Country, But All Over the World.

Tobacco is the most anomalous farm product in the world. Though used by more people and among more nationalities than any other one product, yet it is the most heavily-taxed product in the world. It is regarded by many publicists and by practical men of every vocation, including a large number of physicians, as a necessity as great or greater than that of tea or coffee or sugar. Soldiers and sailors and persons following strenuous physical occupations, such as lumbermen, miners, fishermen, brakemen, roustabouts, feel the want of tobacco more than the want of any other one article. The experiences of the Civil War demonstrated that soldiers would expose themselves to the greatest dangers to obtain tobacco. The Southern soldier had his supplies of tobacco, the Northern soldier his rations of coffee. The soldiers of each side would meet on the picket lines and exchange these articles, and the Northern soldier always felt that the tobacco he received in exchange for coffee gave him far more comfort than the coffee with which he parted could have done. It is also a curious fact that every class of persons who have become habituated to its use, from the most savage to the most civilized, enjoy tobacco and feel an indescribable and almost intolerable longing when deprived of it. It is a fact demonstrated by observation and experience that tobacco does not injure or destroy the moral sense or enfeeble the intellectual faculties like whiskey or opium or hashish or cocaine. Indeed, with many persons the activity of the mental processes are increased by its use. It induces contemplation and leads to mental satisfaction, and rarely, unless used to excess, to mental stupefaction, as other narcotics almost invariably do. Irritability, impatience and bad temper in many persons are suppressed by its use, and give place to composure and placidity of temper. When a laborer returns from his work, weak, tired, discouraged and misanthropic, repelling the advances of his wife and children in gruff tones, a few pipefuls of tobacco smoked in silence will often restore him to his normal condition of affection and sympathy and make the world look brighter and more attractive to him. Likewise a soldier in the trenches or trudging

through mud and rain and cold finds no anodyne so comforting or powerful as tobacco.

With all these things in its favor, and the further fact that it is the poor man's luxury and the rich man's solace, and that it is practically in universal demand in some form or other, it is strange and unaccountable why it, above all other commodities, should be selected by all nations as a prime article of taxation. There is scarcely a government on earth that does not look to tobacco for the raising of revenue.—Col. J. B. Kellebrew.

STATEMENT TO STOCKHOLDERS.

Profits of English Investors in Sumatra Plantations.

At the annual meeting of the United Lankat Plantation Co., Ltd., in London, Jan. 20, the chairman stated that the company had had a fairly prosperous year. With the dividend of 5 per cent free of income tax, which they would be asked to sanction, the stockholders would be paid 10 per cent. free of income tax for the year, besides carrying £1,300 to the reserve fund for the depreciation of leases, and carrying forward £4,764. The next time they added to their general reserve fund they would make it up to £100,000. The total reserves now stood at £105,000—namely, £90,000 to the general reserve, and £15,000 to that for the depreciation of leases. He was sure they would be glad to know that, notwithstanding this was a time of such general depression, the whole of this amount could be realised without the loss of a single farthing.

The total crop from Sumatra last year was 241,000 bales, which realized an average price of 85 cents per demi kilo. Out of that 241,000 bales this Company had 8,647, and it realized an average price of 98 cents. This year the crop of Sumatra was 250,000 bales, of which their share was 10,000 bales.

Tobacco from Paradise.

A gentleman in India, having grumbled about the dryness of his tobacco, got the following note from his tobacco-nist:—"Sahib,—I beg to state that I have some fault, therefore I solicit kindly excusing the crime, because you are my master as well as my mother and father. I have ready 6 tin of tobacco, in cold water they lie, for the Sahib is a very great Sahib, Lord of all the Sahibs, and his tobacco is from Paradise. Kindly grant me order, which I will supply, I a very good man, Sahib.—Oh, Sahib Dam, yours faithful, Mainan Lall."

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000
Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,
HOLTZ, PA.

Maker of
High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE

Capacity, 25,000 per day.
Prompt Shipments guaranteed



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made **Cigars**

Our Special
Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



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**High-Grade
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"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS

**High Grade
Cigars**



ESTABLISHED 1871
DALLASTOWN, PA.

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Wholesale Manufacturers of

High Grade
Medium
Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
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W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
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Wholesale and Retail Dealers
in All Grades of
Domestic & Imported TOBACCO
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FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

IMPORTATIONS BY MAIL.

Revenue Department Rulings Recently Officially Announced.

Washington, D. C., Feb. 16, 1904.
Some fiction has developed with regard to packages of filler and wrapper tobacco imported through the mails from Cuba by manufacturers in the several collection districts. Several collectors have reported that it is not the practice of manufacturers to take up these samples of tobacco on their books and account for them, claiming that they were samples and were not used as material in the production of cigars or otherwise.

In regard to this matter the Commissioner holds that he regards it as in violation of the laws and regulations to permit manufacturers to bring into their factory premises tobacco which they do not properly enter on their books and account for, and he rules that this practice will not be allowed hereafter. The facts attending upon cases of this character disclose that packages of tobacco come in through the Parcels Post limited to four pounds in weight, and unless some restriction is placed upon manufacturers who receive imports of high grade tobacco through this source it is readily perceptible that frauds upon the revenue could be very easily perpetrated, as no restriction exists as to the number of packages that may be imported through the mail.

It frequently occurs that manufacturers have been found to receive packages containing ten pounds and upward, from which it is presumably possible to manufacture four hundred cigars; that if the practice, indicated by the collectors' reports, should continue to exist, and manufacturers be not required to take up on their books and account for samples received, the door for fraud upon the internal revenue would be wide open for any manufacturer who chooses to take advantage of it. It is certainly not to be presumed that manufacturers will throw away ten or more pounds of fine Cuban tobacco filler, and the query arises—What do they do with it?

The collectors in question were advised that manufacturers should be required to take up these imported samples on their books, and if the material thus received is not used in the manufacture of a taxable product that fact may be shown by them, supported by proper affidavits, as to what disposition was made of it, and thereafter credit might be allowed in the settlement of such manufacturer's account.

Phones: Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNIRA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING of 50 CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS PRACTICE. Highest references. Send model, sketch or photo, for free report on patentability. All business confidential. HAW-BOOK FREE. Explains everything. Tells how to obtain and sell patents. What inventions will pay. How to get a partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address, **H. B. WILLSON & CO.** Patent Attorneys 774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTA.
WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Our correspondents write:
Feeding Hills, Mass.: "There has not been anything much to report in the tobacco line as yet, as everything has been at a standstill, but the farmers improved the damp spell of a week ago and took their tobacco from the poles, and most of them have finished stripping. No sales as yet. Several sales Feb. 5. Glenn, Burke & Huntly sold to a New York party. Taylor Brothers sold six acres, not injured by the hail, to Ed. Halladay of Suffield, Ct., and the three acres that were hail-cut to Woodruff of Suffield, Ct., who also bought A. H. Brown's crop."

East Whately, Mass.: "W. P. Crafts sold eight acres at 13 1/2c to Meyer & Mendelsohn of New York. Many are assorting and find that it assort out well. The tobacco in Whately is all taken down."

East Deerfield, Mass.: "Tobacco nearly all down, buyers looking some. One sale at 11 1/2c in bundle. Dark tobacco seems to be of better quality than the light this year."

North Hatfield: "I have to report the sale of 16 acres of Havana tobacco, cased, belonging to Charles W. Marsh, to Meyer & Mendelsohn at private terms."

Suffield, Ct.: "Our tobacco growers improved the recent damp spell to finish getting down their crops of tobacco. Tobacco buyers have since been looking at crops, and a few sales have been made: 1 crop at 12c, another at 11c, 1 at 20c, 15c, 18c, 12c and 5c were prices of crops, sold. There is some tobacco still hanging on the poles, and still more damp weather is needed to finish getting it down."

East Hartford, Ct.: "I have to report the following sales: Willard G. Burnham to I. Bijur & Son, price reported 30c; A. Hunter to Mr. Hartman of Hartford, Ct., at about 25c; F. J. Burnham & A. S. Bidwell to Hinsdale Smith & Co., at private terms; Mrs. A. Whisley, at 27c. E. O. Goodwin has bought a number of lots of tobacco in this town at prices ranging

from 22 1/2 to 25c per pound."—Amer. Cultivator.

BALDWINVILLE, N. Y.

There is still no activity in the local market, the severe weather and bad condition of the roads making it impracticable for the buyers to do any riding. E. C. Munroe on Tuesday received four car loads of hail-cut recently purchased. There have been a few small shipments made from warehouses.—Gazette.

EDGERTON, WIS.

The movement in the new crop is assuming a good deal of activity since the advent of casing weather that permitted the crop to be taken from the curing sheds and stripping commenced. Buyers are riding freely in most of the growing sections and contracts running up into thousands of acres made during the week. Some surprise is expressed at the ease trading is effected under prices that in recent years would be termed very moderate, but buyers claim that there is less haggling as to terms and if the goods suit there is but little trouble in arriving at a satisfactory understanding. Under such conditions tobacco can be purchased very rapidly, though the aim of the buyer is to make selections.

Only a moderate business is reported in old goods among packers. H. W. Child purchased 220cs of '02 from O. G. Hanson and 70cs of J. Skoar at 7 and 2c. H. O. Hougan sold 52cs of '02 to O. K. Roe at 8c. F. S. Baines reports the sale of 160cs to Eastern parties for the week.

A few days of casing weather during the week has permitted growers to take down another portion of the hanging crop—possibly two thirds of it—but we fear much of the leaf is too light to use. Shipments, 600 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.
More inquiry and larger sales for old hoghead tobacco, with prices better than for some time. Stocks are growing less each week.

QUOTATIONS

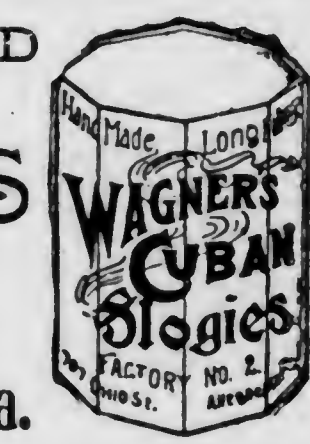
Leaf—Short 18 to 20 in.: Common, 5 to 5 1/2c; Medium, 5 1/2 to 6c; Good, 6 to 6 1/2c.

JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.



10c.

A Perfect Cigar.

5c.

A Delicious Smoke.

Strictly Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the BLUE LABEL of the Cigarmakers' International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
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WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

REGISTER YOUR
CIGAR & TOBACCO BRANDS
WITH
THE TOBACCO WORLD

Leaf—22 to 26 in.: Common, 6 to 6 1/2 c; Med., 6 1/2 to 7c; Good, 7 to 8c.

Only a few Lugs are left, at 4 to 5c for Common to Good.

The new crop is moving slowly, as the handling season is bad. Prices, loose in the country, 5 to 7c crop round, for Dark styles. The bulk of the crop is light color and light body, well suited for manufacturing; the best manufacturing crop grown for several years.

Receipts for the week, 5 hhds.; for the year, 15 hhds. Sales for the week, 184 hhds.; for the year, 479 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts this week were 18 hhds. Sales this week, 130 hhds, which, with a lap of 114 hhds from last week, make the sales 244 hhds for the week ending Feb. 12. The demand this week was for better styles than have been selling for some time past, and prices were about 1/4c higher than heretofore obtainable.

Operations in loose tobacco have again been obstructed by cold weather, and sales on the floor continue to be irregular and small. So far, very little desirable tobacco has been sold at the loose tobacco warehouses, the offerings being generally poor and common.

QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

Business Changes, Fires, Etc.

Colorado.

Colorado Springs—A. L. Patton, cigars, tobacco, etc., succeeded by Rice & Smith.

Denver—M. J. Rigney, cigars, succeeded by E. I. Kemp.

Connecticut.

Danbury—A. W. Morehouse, cigars, sold out.

Delaware.

Wilmington—Wm. H. Benson, cigars and tobacco, succeeded by John I. Bell.

Illinois.

Chicago—Moos Bros., cigars, dissolution announced; Alfred Moos withdraws.

Victor Paraski, cigar mfr., chattel mtge., \$900.—John S. Thompson, cigar mfr., bill of sale, \$1,000.

Rockford—Fred H. Seitz, cigars, etc., chattel mtge., \$3,000.

Indiana.

Greenfield—H. E. Leich, cigars, etc., chattel mtge., \$200.

Iowa.

McGregor—H. Vanconcellos, cigar mfr., sold out.

Maryland.

Baltimore—The following were burned out: American Cigar Co., W. C. Beckner, F. A. Davis & Sons, H. E. Graveley, Samuel Parran, J. Reuquard & Co., and Stewart, DeBulle & Co.

Massachusetts.

Athol—Leonard G. Hause, cigar mfr., chattel mtge., \$250.

Boston—Nagle & Wilson, wholesale

and retail cigars, assigned.

Lowell—George P. Woodward, cigars, etc., chattel mtge., \$300.

Michigan.

Detroit—Centos & Sarantacoy, John Centos, individually, cigars, tobacco, etc., bill of sale, \$1,700.—Doyle & Eades, cigars, tobacco, etc., succeeded by Alfred Eades.—Charles J. Holton, wholesale and retail cigars and tobacco, chattel mtge., \$1,571, discharged.—C. E. Winter Cigar Mfg. Co., judgment vs. Carl E. Winter, individually, \$288.

Minnesota.

Duluth—P. H. Levy, cigars, petition in bankruptcy.

Missouri.

St. Louis—Western American Cigar Co. filed articles of incorporation; capital stock, \$5,000.

Nebraska.

Geneva—P. K. Greeg, cigar mfr., succeeded by Patterson & Hess.

New York.

Amsterdam—L. Mirault, tobacco, cigars, etc., succeeded by Hassenfuss & Riley.

New York City—Charles Bondy, of Bondy & Lederer, cigar mfrs., dead.

Sol. Gerschel, of L. Gerschel & Bro., leaf tobacco, dead.—I. Roseno, of Roseno Bros., cigar mfrs., dead.

Thistle, Cortada & Co., cigar mfrs., compromised.

North Dakota.

Grand Forks—W. W. Fegan et ux., wholesale and retail cigars, dead, \$750.

Ohio.

Cincinnati—J. L. Hite & Co., leaf tobacco, damaged by fire.

Cleveland—Chas. F. Babcock, cigars, assigned.—Chas. Semon, wholesale leaf tob., damaged by smoke and water.

Oregon.

Portland—J. C. Johnson, cigars, burned out; insurance, \$600.

Roseburg—F. E. Hand, cigars, petition in bankruptcy.

Pennsylvania.

Scranton—Frederick Young, cigar mfr., judgment, \$300.

Tennessee.

Martin—T. M. Ryan Tobacco Co., succeeded by Hampton Tobacco Co.

Wisconsin.

Sheboygan—Adam Heringer, cigar mfr., real estate mtge., \$350.

Spooner—P. M. Tynen, cigar mfr., sold out.

PATENTS RELATING TO TOBACCO, Etc.

751,713 Tent for shading tobacco or the like; Cyrus M. Berry and I. C. Putnam, Orlando, Fla.

751,628 Tobacco truck; John A. Gardner, Grifton, N. C.

751,848 Plug tobacco puller; Julius Goldsmith, Eugene, Ore.

751,923 Tobacco pipe and cigar or cigarette holder; James J. Kelly, Dublin, Ireland.

751,675 Receptacle for matches; Jacob E. Neahr, Melrose, Mass.

36,785 Design—Match box; Mark O. Anthony, New York City.

THE TAG ENDS OF UNFINISHED BUSINESS ARE TIME CONSUMERS; they drag on, they multiply, they take ten minutes to do if they are done today, two hours if they are done tomorrow. Get it done now.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.

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Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York. 143 Liberty St. New York.

Best Workmanship The Lowest Prices **H. W. HEFFENER** Steam Cigar Box Manufacturer DEALER IN Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc. Cor. Howard & Boundary Avenues YORK, PA.

FRAZIER M. DOLBERG G. F. SECOR, Special **F. C. LINDE, HAMILTON & CO.** Signal "Linde" New York Seed Leaf Tobacco Inspection Established 1864 Principal Office, 180 Pearl Street, New York City. Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St. Inspection Branches: Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES, LEAF TOBACCO BROKER. Sole Address: "Boales," U. S. A. New Arnold's No. 5 Tobacco Clerk. Hopkinsville, Ky.

CIGAR MOLDS OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST. We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape. Sample Sections submitted for your approval Free of Cost. THE AMERICAN CIGAR MOLD CO. 121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description A. Kauffman & Bro., York, Pa. Gold Leaf Embossed Work

INLAND CITY CIGAR BOX CO. Manufacturers of Cigar Boxes and Shipping Cases Dealers in Labels, Ribbons, Edgings, etc. 716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher Fred Schnaibel **RÜSCHER & CO.** Tobacco Inspectors Storage: 149 Water Street, New York. COUNTRY SAMPLING Promptly Attended to. BRANCHES: Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS Are All the Rage. We have them in large variety. Send for Samples. **William Steiner, Sons & Co.** Lithographers, CHEAPEST 116 and 118 E. Fourteenth St., NEW YORK.

A cure for foul, stinky, smelly Cigars and Tobacco. The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 30, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes stinky and poisons, that which no smoker should suck and taste. Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 3 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 4, 5 for tobacco pans. No. 4, 5 pans 14x12x30 to slide in rear of silent salesman case in place of worthless pans wrongly placed with perforated side up; also slide 14x12x17 for each wall case shelf; 14x12x10 for pan wrongly placed with perforated side up; also slide 14x12x17 for each wall case shelf; 14x12x10 for box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval. O. R. RICE & CO., 103 East 14th Street, NEW YORK.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
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Glycosine B BEATS ALL

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

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THE AMERICAN TOBACCO CO. NEW YORK.



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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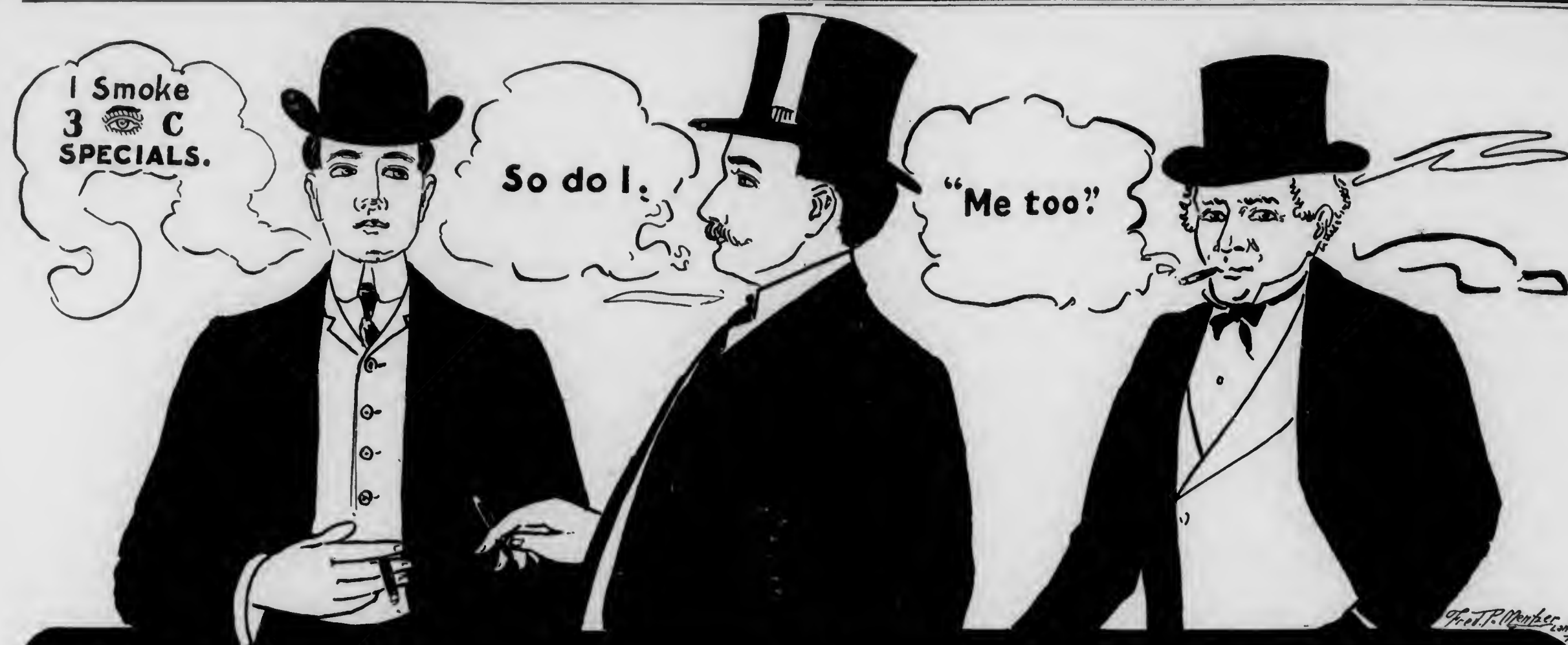


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Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

32 **E. A. CALVES & Co.** <C> **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

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LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883

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Cigar Boxes

GOLD LEAF PRINTING
a Specialty

Akron, Pa.

T "Millions for Farmers"
TEXAS So Says Secretary Wilson,
TOBACCO U. S. Dep't of Agriculture
TRACTS that the best grade of...
CUBAN LEAF Filler and Wrapper
SOUTHERN PACIFIC can be grown in East
Texas on line of the
Soils and Climate similar to famous Vuelta Abajo District of
Pinar del Rio, Cuba.
Write for Full Infor-
mation to....
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A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
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Maker of
High
Grade
CIGARS

All
Fine
Work



NO SALESMEN EMPLOYED.

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TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 8

PHILADELPHIA, FEBRUARY 24, 1904.

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Fine Cigar Leaf Tobacco

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*Largest Retail Department in this State
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Some Good Pennsylvania Broad Leaf, 8½c. scales.

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— THE TOBACCO WORLD —



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Manufacturers,
615 Market St., Philada.

(NICKELBY, 5c.)



Factories:
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Cigar Manufacturers,
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GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory

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E. E. Kahler,
328 to 332 Buttonwood Street,
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Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with
the Wholesale and Jobbing Trade.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.



HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,
227 North Cherry Street,
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We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —

Established 1881

Incorporated 1902



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The Tobacco World,

Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Honesty the Best Policy.

IN one of the tobacco trade journals there recently appeared a suggestion that, as there seems little prospect of having the importation stamp on cigar boxes done away with, manufacturers in this country place on their boxes a right-angles with the internal revenue stamp a strip of paper having, at a short distance, the same general appearance as an importation stamp.

The object of this, the maker of the suggestion frankly admits, would be to give the consumer the impression that he is smoking duty-paid cigars and leave him to decide between Cuban made and American-made cigars solely upon their respective merits.

If the suggestion were good for anything it would have been adopted long ago, but the fact is that any imitation of the importation-stamp which would serve the purpose intended would result in

serious trouble with the Government authorities. Even if it were possible to design an imitation with which the Government would not interfere and which would serve to "fool" any considerable number of smokers willing to pay for imported cigars, no retailer who has other than transient trade would be willing to help in the deception—even to the extent of placing the double stamped domestic cigars in his show cases. Smokers who are not content with Key West cigars or other domestic cigars either name a certain brand when they call for a cigar or say they want "an imported cigar." Is the dealer going to risk being caught in a fraud by handing out a cigar from a box on which there is only an imitation of a duty paid stamp? Not much!

Even if the prospect of additional profit should tempt a dealer to lend himself as a party to the deception he would find that he couldn't fool any of his customers all of the time or all of them any of the time. When a customer comes in and says he wants a fifteen cent cigar or two for a quarter, a dealer almost invariably asks, "Domestic, Key West or imported?" Customers who smoke enough to make their patronage valuable know enough about relative values not to be misled into believing that a domestic fifteen cent cigar is an imported fifteen cent cigar or even a Key West fifteen cent cigar. The size alone is a guide. For fifteen cents a domestic cigar or a Key West cigar almost twice as large as an imported cigar of the same price is sold under present conditions, and there would be no advantage from using a deceptive cross-stamp unless sizes of cigars were made to correspond sufficiently to also deceive. A very great proportion of smokers of high-grade goods would have their suspicions instantly aroused on seeing in a doubly stamped box cigars marked fifteen cents if the cigars were as large as they should be to give him a fair return for his money if made in this country. When the retailer was called upon to explain, as he undoubtedly would be very many times, he would either have to tell a lie very easily detected or he would have to confess that he had no objections to having his customers deceived by the extra strip of paper on the box.

"Honesty is the best policy, for I've tried both," said the old Scotchman. For downright idiotic dishonesty, which could do him almost no good and would be sure to do him a great deal of harm, a retailer could find nothing more thorough than encouraging the making of a box of domestic cigars look like a box of imported cigars.

Supposing, however, that the Government should not interfere, that smokers would not be clever enough to discover for themselves the attempt at deception, and that retailers would be disposed to let their customers be hornswoggled, what would the heads of the large importing houses do? Would they remain passive if men who wanted imported cigars were misled into buying domestic? They would issue warnings in newspapers, in magazines and in many other ways, and in a very short time the presence of what appeared to be a second stamp on a cigar box would have no more effect than the word "Habana" branded on the box-end, which now can be found on boxes containing the poorest cigars made.

Another thing which the importers of cigars would undoubtedly do would be to call for strict enforcement of the law which, although almost universally violated, makes it a punishable offense to take from a cigar box a handful of cigars and return all except those selected by a customer. The practice is so common and so convenient, and is attended with so little danger that the Government will be defrauded, that it has been winked at for years. Nevertheless, enforcement of the law to its full extent could easily be promptly secured by men so influential as the heads of importing houses—especially if they presented the argument that attempts to deceive customers could best be thwarted by having all boxes of cigars placed before the customer so that he would be able to examine the strip of paper made to imitate a duty-paid stamp but in reality nothing of the kind.

There is little prospect that the suggestion in regard to making boxes of domestic cigars look like boxes of imported cigars will be adopted by any manufacturer.



Fire Drills in Factories.

"THERE was," says the Dayton, O., Press, "a slight blaze at the factory of the American Cigar Company late Thursday afternoon. It started in a pile of waste paper. The fire amounted to nothing, but afforded an occasion for an impromptu fire drill which resulted in demonstrating how easily the building could be emptied. It also proved that the 200 and more young women employed in the factory may be relied on in an emergency. When the smoke appeared Superintendent Hardy told the girls to leave the building at once, but to do so in as orderly a manner as possible. Assured by his words and manner they marched down stairs, seemingly unmindful of the indications that the place was on fire. Once out and upon the sidewalk, they were told the true situation and at once returned to work."

Fire drills aboard ship, fire-drills in schools and fire-drills in theaters have been regular occurrences for years. The news paragraph quoted above shows that such drills in cigar factories would be wise precautions. With the Iroquois theatre horror, and the great conflagration in Baltimore, of so recent occurrence, proprietors of factories should now be more inclined than ever before to establish a custom which will serve to reduce the danger to life which exists in a greater or less degree in all places where many employees are assembled. There is almost always more danger from panic than from fire, and if factory employees become accustomed to the sounding of an alarm gong every week, or once in ten days or once in two weeks, a building can be emptied as rapidly when there actually is a fire as when the gong is sounded merely that they may be kept prepared for rapid and orderly departure when there is actual danger in remaining. Any factory which cannot be completely emptied of its occupants within five minutes is not provided with such exists as it should have; and the loss of five minutes work at intervals such as those spoken of above is of no consequence at all in comparison with the good results to be obtained from having all hands prepared for promptly reaching places of safety when serious danger threatens.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of Leaf Tobacco
 107 Arch St. PHILADA.



Established 1895
 **LEWIS BREMER'S SONS**
IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco
and 324 North Third Street, Philadelphia

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Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF HAVANA and SUMATRA TOBACCO
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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



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 **Young & Newman,** IMPORTERS of Sumatra & Havana 
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.




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Importers of Sumatra and Havana AND Packers of Leaf Tobacco
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224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

The Wooden Indian.
Behold the wooden Indian,
Who stands outside the door,
And guards, with frown and hatchet,
The old tobacco store.

He never beat a grocery bill,
He never told a lie,
He never took a longing look
At bourbon, fizz or rye.

Behold the wooden Indian—
A mass of oak and paint;
He never made a crooked move,
In faith, he is a saint,
He never bought a stack of chips
And sat into a game;
He never rushed a chorus girl,
Or flirted with a dame.

Behold the wooden Indian
Who, on the other hand,
Was never known to help the poor
That fill our glorious land;
Who never heard the piteous cry
Of him who starved alone—
Who never gave a hungry dog
So much as one small bone.

Behold the wooden Indian
(And clay is much like wood),
Who never did a bit of harm,
Nor yet a bit of good,
His family is not extinct—
In fact, one often meets
A lot of wooden Indians
A-walking on the streets!

—Wm. F. Kirk, in Milwaukee Sentinel.

Get The Thing Done.

The object of system is to facilitate work and save time and money, therefore when any system is so arranged that it creates more work and detail and adds to the expense of running a business, it is a case of too much system. System is only good when it helps you accomplish the same or better results with less work than before. It is doing the right thing at the right time and in a way that it will stay done. Get the thing done. The tag-ends of unfinished business are time consumers: they drag on, they multiply; they take ten minutes to do if they are done to day, two hours if they are done to-morrow. Get the thing done. Keep your eyes off the clock. Keep your interests undivided. The new problem will be the more easily tackled with the old one out of the way.

Return Orders.

A large western firm has a unique method of soliciting return orders. When their bookkeeper goes through the ledger making out statements, whenever he comes to an account that is closed, and which has been settled promptly enough to make the customer a satisfactory person, to do business with, he writes the

name and address on a statement just as though a monthly account were to be sent to him. Instead of filling in the figures the following is stamped across the face of the blank, which is then sent to the customer: "You don't owe us a dollar. We wish you did."

On the Anxious Seat.

"I'm on the anxious seat," said the youth with the red necktie. "I'm holding my job still, but I'm looking down the 'help wanted' column every night, wondering what a young man, energetic and with a good address, would be likely to find the best help to pay the week's board bill."

"Energetic? Well, you'd better believe I'm energetic. If you want to see a lifelike and lifese representation of a hustler you just look in at the store any time during hours. If you want to see a winning smile and an I-aim-to-please expression and an impersonation of a pea in a hot skillet you've only got to cast your eagle glance in my direction. I'm the cash boy's alarm. I'm the lightning stock arranger and the employer's joy. The pace is something fierce, but I guess it's up to me to make good for a while longer."

"It was like this: Of course there was a rush holiday time and we worked nights. That didn't suit me extra well, but I concluded I'd stand for it, and the extra pay was some consolation. We had two or three new men put on to help out and I took a sort of shine to one of 'em. He was in the collars, right at the same counter as me, and he caught on pretty swift for a green one. I gave him all the points I could, and I knew a few. It's beginning to dawn on me now that I knew a few too many. Once in a while it pays a man to get rid of some of his knowledge before it makes him top-heavy."

"Well, after the rush was over we were all pleased exceptin' the boss. It's a queer taste, but he seems to want a rush all the time, so he began marking down 75 cent goods to sell for 83 1/3—'surplus stock sacrifice,' he called that. He sacrificed red marking ink and cardboard

plenty, though, and had the store windows looking like the outside of a dime museum with his blooming placards. That started things up again pretty lively and Wijum—that's the new collar clerk's name—just everlastingly humped himself to keep up with the procession. The other day, about noon, when the boss had

gone to lunch, I thought it would only be the good natured thing to give him a little advice.

"'Wijum,' I says, 'you want to take better care of your health. Too much perspiration's weakenin'—you ask any doctor. Don't you make so many rapid movements just because you see a customer waiting his turn. Let him wait. Patience is a virtue and it gives him a chance to be virtuous. To be virtuous is to be happy. Then he'll get waited on some time.' I says, 'If he doesn't it's his misfortune, not yours. Self-preservation's the first law of nature and if you ain't a law-abiding citizen you're a danger to the community and that's all there is to it. You've got thin since you've been here and there's dark rims under your eyes; them's signs of nervous prostration,' I says, 'and the first thing you know you'll be in the hospital. Look at me and watch the way I work. I don't try to kill myself, because I know it would spoil my usefulness to be dead. If I got off with a case of brain-fag who'd pay my doctor bills? I've got a duty to my employer. He's got one good man in the store and I ain't going to see him loose me from overwork.'"

"Just about that time I began to tumble to the fact that there was something wrong by the way the boys were acting. I looked around and there was the boss right behind me taking it all in."

"I expected the grand bounce right there, but he only said: 'Don't worry about either of them contingencies. I'll take chances on the first. If you get sick any way by overworking I'll pay you double wages all the time you're laid off and pension you if you don't get well.'"

"That was all, but there was a look went with it and I feel that he's got an optic on me all the time now. If I let up my name's M. U. D. and if I keep on there's a chance that he may be called on to make good with his pension. That may scare him into firing me, anyway. Tough proposition, ain't it?"—Chicago Daily News.

The Hen As An Advertiser.

A duck which faithfully stuck to business during the summer and laid several dozens of large fawn-colored eggs, complained that she wasn't appreciated. "See that hen over there," said the duck; "she hasn't laid as many eggs as I have, nor as big, but she has books written about her and verses composed in her honor, while nobody is saying a word

about me." "The trouble with you is," said the wise rooster that was standing near, "that you don't tell the public what you have done. You lay an egg and waddle off without saying a word, but that sister of mine never lays one without letting everyone in the neighborhood know about it. If you want to cut any ice in this community you must learn to advertise."—Ex.

Feathers on a Rooster.

The ways of the advertiser are indeed devious and full of surprise but it remained for an Indiana merchant to make use of a barn yard rooster as an advertisement. A merchant put a big rooster in his show window and advertised that the person guessing nearest to the number of feathers on the bird would receive a prize of ten dollars. Other prizes were offered for the next nearest estimates. A guess was allowed with every twenty-five cent purchase.

"Free" Ad. Explained.

In several semi-religious journals has appeared recently a small advertisement offering to send, free of charge, a small device, which, if used faithfully, will absolutely cure the disposition to smoke.

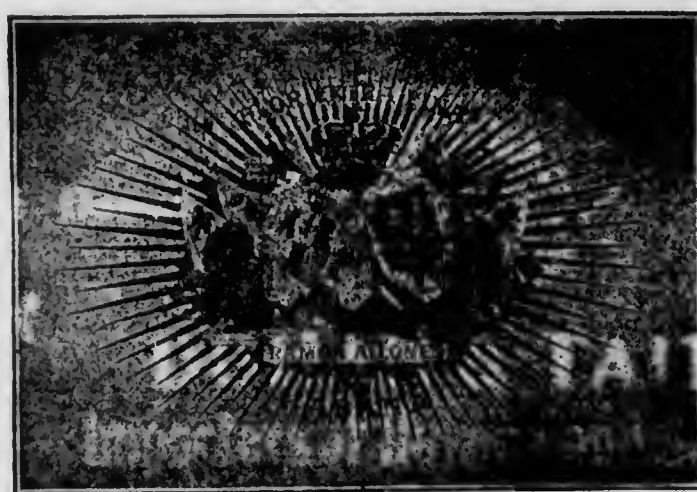
A certain youth, actuated chiefly by motives of curiosity, sent in his request, and got by return mail something which closely resembled a small metal clothespin. The instructions told him to place the pin on his nose whenever he felt the inclination to smoke, and he was assured that after a few trials at smoking with the clothespin in place he would be entirely cured of any desire in that direction. That was all. There was no offer to sell anything; no apparent selfish interest to be served. Apparently the man who was sending out the clothespins was actuated solely by philanthropic motives.

Two weeks later, and without any action on the part of the young man, he got through the mails an elaborate circular, the essential portion of which read substantially as follows:

"I presume you have received and tried my anti-smoking device, and trust that it had the desired effect—namely, to convince you that my device will cure the disposition to smoke, if used faithfully."

"But, honestly! Do you wish to be cured? Confess that if you could smoke without injury you would consider it a great comfort. There is no reason why you should not smoke as much as you please, if you smoke my patent pipe," etc.—Chicago Tribune.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana



CIGARS



Factory, Galiano 98,
Havana, Cuba.



This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

FIRE VICTIMS RESUME.

The Great Baltimore Fire and Its Awful Devastation.

The City Beautiful is already arising from the ashes. It is but little more than a fortnight since a great portion of the business section of the Monumental City was reduced to ashes by one of the most devastating conflagrations that this country has ever known. These facts have been already widely chronicled by both daily and trade press, but all previous reports have been so inaccurate and in most instances so brief as to be almost valueless.

As is characteristic of the Baltimorean, little or no time was lost by the affected business people of theirs, the sixth city of the United States, in preparing to resume business by securing new premises as speedily as possible, and aiding in the restoration of order out of the chaotic condition which naturally followed the spread of the flames.

It is our purpose, of course, to refer only to the interest of the cigar and tobacco trade, which will undoubtedly be more deeply interesting to our readers than a more general review would likely be, no matter how graphically given. Following the path of the fire's progress, the houses in closest proximity to the starting point will be first referred to.

The almost miraculous escape from destruction of the house of Sneringer & Co., at 103 Hopkins place, was described in our issue of February 10. Elliot, Ottenheimer & Elliot, at 109 and

111 West Lombard street, also had a very narrow escape, being on the edge of the district; their building was somewhat damaged, but soon repaired sufficiently to resume business.

The establishments of W. C. Beckner, retail, at 201 West Baltimore street; C. Birnbaum, and C. Noble, retailers, on West Baltimore street; George K. McGaw & Son, retailers on West Baltimore street; Warner & Brown, retailers, at 109 West Baltimore street, and Lilly, Duncan & Co., wholesaler and retail dealers, on East Baltimore street, where all completely destroyed.

The Floradora Tag Company, at No. 2 Hanover street, met with a total loss. The American Cigar Company factory, on East German street, was a complete loss of some \$91,000, with about \$70,000 insurance.

J. Requard & Co., of 9 West Fayette street, cigar manufacturers, suffered total destruction of their establishment.

George B. Skinner, at No. 8 South Charles, wholesale cigar and tobacco, suffered a total loss of \$10,000, believed to be fully covered by insurance. A four-story brick building was occupied. The business was established in 1866, and the above premises were taken possession of three years ago. Mr. Skinner has resumed business at the northwest corner of Lexington and Frederick streets.

Charles Ditmar, 33 South Charles

street, leaf dealer, and Stewart, DeBul-let & Co., 46 South Charles street, leaf dealers, also had their place of business totally destroyed.

M. Kemper & Sons, leaf dealers, at 20 East Lombard street, have been located at that address for 20 years. Their entire stock was consumed as well as a large stock of Havana and Sumatra in the United States bonded warehouses. The loss has not yet been fully ascertained, but is fully covered by insurance. Their building was a substantial brick structure, 30x150 feet, and four stories in height. The business was established about 50 years ago by the late M. Kemper. Business has been resumed at 604 North Eutaw street, and the firm considers itself fortunate in having a good stock of leaf stored in various warehouses throughout the packing sections of the various cigar leaf growing States. Also at the Terminal warehouse in Baltimore, besides some goods in Havana, Cuba. We are also informed that the firm's brokers in Amsterdam have quite a number of bales in store for them there, which were immediately cabled for, and by this time are no doubt well on the way to the States.

G. Liebman & Dellevie, leaf dealers, at 15 East Lombard, and Fink Bros. & Co., 24 East Lombard, wholesale cigar and tobacco, suffered total losses.

H. Joesting, Jr.'s, cigar manufactory at 27 South Charles, was totally destroyed.

H. E. Gravelly & Sons, of West German street, tobacco manufacturers, had

a total loss.

A. Fader, 222 East Baltimore street, cigar manufacturer and retail dealer, was completely burned out, but the loss was fully covered by insurance. He had been at that address for a period of 14 years. He has secured a new building at 606 West Baltimore street.

William Boucher, at Baltimore and North streets, whose store was completely destroyed, has opened a retail store at 203 North Charles, and for manufacturing purposes has secured a place at Twenty-sixth and St. Paul streets. Mr. Boucher's store was one of the finest in Baltimore, and had been refitted only a couple of years ago at a heavy expense.

Ed. Wisniewski & Co., commission leaf tobacco and dealers, who had for 27 years been at 21 South Calvary street, were also completely burned out, but have resumed at 216 South Charles street. Loss and insurance have not been announced by the firm, which was established in 1865. The five-story warehouse of William A. Boyd & Co., at 35 South street, leaf dealers, was one of the oldest leaf establishments in the city, having been occupied by William A. Boyd & Co. for 49 years. The business was commenced in 1835. The loss has not yet been fully ascertained, and the amount of insurance is not stated. Business was resumed at 28 West Pratt street.

Joseph Merfeld & Co., leaf tobacco dealers, at 105 East German street since 1874, where a four-story building was occupied, were completely burned out,

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

Established 1880.

causing a loss of \$25,000. The amount of insurance carried was \$26,000. They have new premises at 115 North Eutaw street, and resumed on the 15th instant.

The old-established manufacturing and retail cigar firm of C. C. Isaacs & Sons, at 40 South street, was among the victims who had a complete loss. Insurance not stated.

Henry Lauts & Co., 227 East German street, leaf dealers, suffered complete loss of offices, amounting to \$1500, fully covered by insurance. They began business in 1878 and have secured new quarters at 221 South Charles street.

A. Schumacher & Co., leaf dealers, had only offices at No. 5 South Gay street, which were totally destroyed. The business was established as early as 1829, and the firm located at above address in 1876. New quarters have been found at 419 Hanover street.

The places of C. H. Cooke & Co., 9 South Gay street; Lee & Hays, 504 East Lombard street; J. D. Kremelberg & Co., Von Kopff & Arens, Becker Bros., 419 Exchange place; B. Perlman & Co., 423 Exchange place, all leaf houses; Richard Bond & Co., cigar manufacturers, Exchange place; Oettinger Bros. & Co., cigar and cigarette manufacturers, were all wiped out, as well as seven smaller establishments in the immediate vicinity.

The Neudecker Tobacco Company, wholesale, etc., was one of the very heaviest losers, their total being \$185,000, their premises including 101-3-5; C. M. Span, 701-3-7 East Lombard and 119 Commerce street. Amount of insurance not given. They had been at this location for 30 years, and immediately secured a location at 29 South Howard street by purchasing the entire business of Caulk Bros. & Co., manufacturers and jobbers in cigars, etc.

There was a very narrow escape for the plant of the Matthews Cigar Company, at East Pratt street, just opposite the river, which seemed to turn the course of the flames, and they suffered no interruption or even inconvenience worth mentioning.

Kraus & Co., at Hanover and Pratt streets, are advertising their escape from the flames. So is also J. Henry Fisher, cigar box manufacturer, at 14 and 16 West Barre street.

The Havana leaf importing firm of Voneiff & Vidal Cruz has resumed business at 616 West Baltimore street. The entire establishment at 33 South Gay street was destroyed, but they are again prepared to fill orders.

Topics in Washington.

How Money is Used to Aid Farmers—Pending Legislation.

Washington, D. C., Feb. 20.—Senator Proctor, in making the committee report to the United States Senate this week on the Agricultural Appropriation bill as it passed the House, explained fully why the Senate Committee had in nearly every instance increased the amounts appropriated by the House for the work of each bureau of the Agricultural Department.

The House appropriation for Bureau of Soils is \$214,680, while the Senate

Committee has increased this by \$33,280, making the total \$247,960. Mr. Proctor in his report says in regard to this that the work of the Bureau of Soils has been of much value to the country. It is a difficult matter to estimate in money the value of this work to the farmers of the United States, as its value is too widespread for an actual estimate to be hazarded. One illustration, however, may be cited—that of the experiment of growing Sumatra tobacco in the Connecticut Valley. This was taken up as the result of a soil survey and carried on later by tobacco experts, the result of which is that the increased value of the tobacco crop in that section, resulting from the methods given by the Bureau of Soils, is sufficient to defray the entire expenses of the Bureau since its organization.

Following the results of the soil survey in Texas and other Southern States experiments are being made, and the production of Cuban filler tobacco has every prospect of success. The average value of Cuban tobacco imported into the United States approximates \$10,000,000 per annum, and the importance of this line of work, costing probably \$25,000 altogether thus far, is being demonstrated. The Cuban filler tobacco can be grown successfully in the United States.

A conservative estimate of the loss annually by black rot in the fermentation of tobacco in Pennsylvania places the figure at \$500,000. Experiments of the Bureau have shown that this loss can be entirely saved by the adoption of an improved method of bulk fermentation. Similar experiments are now being conducted in Ohio for the prevention of case sweat and black rot, which entail a loss annually of \$200,000 to the packers of that State. Ten thousand dollars would be a large estimate of the cost of the work, both in Ohio and Pennsylvania.

The work authorized under this increased appropriation for the next fiscal year is as follows: To map the tobacco soils of the United States; to investigate the soils and conditions of tobacco growth in Cuba, Sumatra and other tobacco-growing countries; to investigate, in co-operation with the Bureau of Plant Industry, the methods of curing, with particular reference to fermentation; to originate, through selection and breeding, improved varieties for the principal tobacco districts of the United States, and to secure, as far as may be, a change in the methods of supplying tobacco to foreign countries.

During the open discussion on the Naval Appropriation bill yesterday, when many subjects other than the United States Navy were taken up by the members of the House, Representative Gaines, of Tennessee, made an appeal for the tobacco growers, contending for the removal of the tax imposed on stemmed leaf tobacco when stemmed by the farmer, which, he asserted, is a burden to the grower.

Speaking of this law, Mr. Gaines declared that it must have been written by some skillful lawyer for the Trusts and passed without Congress knowing what it was. The law as it now stands,

he said, paralyzes the liberty of the grower. Representative Stanley, of Kentucky, who is supporting Mr. Gaines on this proposed bill, said, in connection with Mr. Gaines' remarks, that an extract obtained from tobacco stems is shipped to Germany, where a leaf grown there is immersed in it and then used as tobacco.

Secretary Taft, of the War Department, has received from Manila a cablegram from the president of seven

guilds or unions of cigarmakers, which is signed and indorsed by T. H. Pardo de Tavera, the native member of the Philippine Commission.

This cablegram, now on file in the War Department, reads as follows:

"Laborers in cigar factories, Manila, congratulate you on assuming new office; earnestly ask your influential aid in urging legislation at this session of Congress for free entry into the United States of Philippine manufactured tobacco; this great interest; thousands of tobacco industry appeal to Congress (Concluded on page 22.)"

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"
New York.



Baron DeKa b, Bull Dog, Henry Irving, Roycroft Segars

HENRY RINDSKOPF,

DEALER IN

Sumatra, Havana
and Domestic

LEAF TOBACCO,

30 North Sixth Street,

READING, PA.

Havanola Fillers

(American Havana) are THE FINEST ever offered

Cigar Manufacturers.

You Should Try Them.

A GOOD LINE OF

Imported Havana,

ESPECIALLY SELECTED FOR THIS TRADE.

Come and See It.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent

LA FLOR DE A. C. F., 10-Cent

CIGARS

Samples and Prices Sent to Responsible People.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER
OSCAR G. BOEHM

Importers, Packers and Dealers in

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealers in all kinds of Seed Leaf
Tobacco
120 North Third Street,
Philadelphia.

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers
of
Sumatra Tobacco

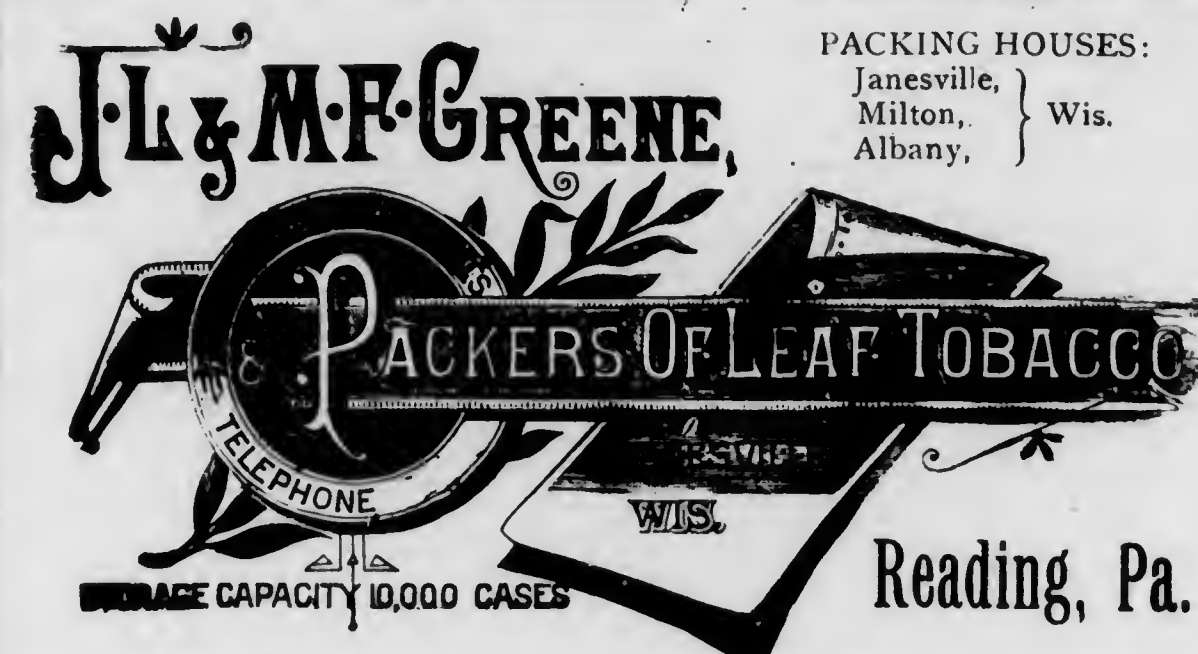
Cable Address
"HIRE."

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
A. Z. VOORBURGWAL 227
Amsterdam, Holland.

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF
Tobaccos

153 North Third St., Philadelphia. Warehouses
LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

A. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: Reina 20, Havana P. O. Box 98
"Angel," Havana

THIRTY-FIVE MILLIONS FOR CUBA.

Not Much Prospect That Receipt of This Immense Sum Will Affect the Prices
of Havana Tobacco.

HAVANA, February 15, 1904.

The market during the past week has calmed down somewhat, and if it had not been that the local cigar factories continued to supply themselves by picking up a good many desirable factory vegas of Vuelta Abajo of the 1903 crop, the movement would have been very moderate, indeed. However, with the insignificant weekly receipts from the country, the stocks are dwindling fast enough to suit the dealers here. Nevertheless, the dealers continue to show a willingness to accept any fair offer made to them for the remainder of their holdings; so prices are easy, excepting on a few classes and growths which are scarce.

The new crop seems to be progressing fairly well, making allowances for the damage sustained by high winds and untimely rains. Concerning quantity, as far as Vuelta Abajo and Partido are concerned, the opinion seems unanimous that it will be considerably larger than in 1903. The uncertainty about the quality still remains, and is bound to be an unsolved problem until the tobacco has been packed; but as the local factories, which have any surplus means, are investing same in old tobacco of the 1903 crop, it stands to reason that they cannot count upon any appreciable quantity of light fillers, or otherwise they would stand aloof from the market. In some sections of the Vuelta Arriba cutting has commenced generally, and it is stated that the leaf will resemble the 1902 crop, as far as quality is concerned; therefore, it will be late in curing.

Sales amounted to 4100 bales in all, of which 2600 were of Vuelta Abajo, 300 Partido and 1200 Remedios. The buyers from the United States took 1400 bales, Europe 600 and local factories 2100 bales.

BUYERS COME AND GO.

Arrivals—Harry Erlich and S. J. Janover, of the Erlich Manufacturing Co., New York; J. F. Davenport, of J. F. Davenport & Co., Boston; Richard Siebel, of B. Rosenbluth, New York; A. Guedalia, of Guedalia & Co., New York; R. G. Steele, of R. G. Steele, Philadelphia; A. Kaffenburgh, of J. Kaffenburgh & Sons, Boston; William Batchelor, of W. Batchelor, Boston; William H. Manley, of Minneapolis, Minn.

Departures—William Batchelor, for Boston; J. E. Davenport, for Boston; A. Kaffenburgh, for Boston; Herman H. Salomon, for New York.

HAVANA CIGAR MANUFACTURERS.

The independent manufacturers are doing well, as there are fair orders from the United States, largely increased ones from England and also with a good demand from Germany, France and the South American Republics.

H. Upmann & Co. are working with all tables of their cigarmakers' gallery fully occupied, which signifies plenty of orders unfilled.

Behrens & Co. are likewise very well satisfied with the way their orders are coming in.

Rabell, Costa, Vales & Co. are doing an increased trade, as is shown by the bustle and hurry everywhere in the "Ramon Allones" factory.

Enrique Dorado & Co., of "El Rico Habano" fame, are satisfied with the calls for their product from the United States and Canada.

The "Romeo y Julieta" factory is phenomenally busy, it being way behind-hand in the filling of its orders. The owners, Rodriguez, Arguelles & Co., are anxious to secure a larger building, as the capacity of their present building, Virtudes 129, is taxed to its utmost, and new orders are accepted only with the condition to be executed as soon as possible, which means from one to two months' delay. They have just purchased 700 bales of a large escojida of the Vuelta Abajo, 1903, crop, as they are convinced the 1904 crop, as far as fillers are concerned, will not be workable before next winter.

J. F. Rocha & Co., of the "Crepusculo" factory, are very busy.

The Vinda de Jose Gener, of "La Excepcion" factory, is adding another story to its building to get more room for the increased demand for the "Hoyo de Monterrey" brand. The Bolivar factory has just received an order from London for 100 cases (100,000 cigars). The enormous demand for this brand in England reflects great credit on its experienced and careful makers; after all, quality is the thing that tells.

BUYING, SELLING, ETC.

Bruno Diaz & Co. sold 600 bales of Vuelta Abajo, Partido and Remedios. A. Pazos & Co. purchased 350 bales of Vuelta Abajo and Partido for their friends.

G. Salomon y Hnos have had a fair week disposing of 450 bales of Vuelta Abajo.

Mark A. Pollack cannot complain about lack of patronage as he executed

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Established 1860

El Rico Habana Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZAIDCO

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSK.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER'S OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
P. O. Box Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39-41,
Havana, Cuba.
Cable Address: "Cueta." "Cueta."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

orders for his customers to the extent
of 350 bales of all kinds of leaf this
week.

Sobrinos de A. Gonzalez had a quieter
week, as far as selling was concerned,
as their turnover consisted of only 250
bales of Vuelta Abajo and Remedios,
but they are very busy still in attend-
ing to the shipment of over 4000 bales
for the Spanish Regie by this week's
steamer to Coruña and Santander.

H. Upmann & Co. were shippers of
400,000 cigars during the past eight days.
Antonio Suarez sold 200 bales of Vuel-
ta Abajo to a local factory.

The Loeb Nunez Havana Co. disposed
of 250 bales of Remedios.
Rabell Costa & Co. closed out 200
bales of Vuelta Abajo to their friends.

Antonio Suarez sold 200 bales of Vuel-
ta Abajo to a local factory.
Fernando Fernandez & Co. were sell-
ers of 200 bales of Vuelta Abajo to the
United States, city and European buy-
ers.

Rodriguez Bautista & Co. closed out
150 bales of Vuelta Abajo to northern
buyers.

Jose F. Rocha disposed of 100 bales
of Vuelta Abajo to a local factory.

Exchange on New York 3ds. has gone
down to 108 3/4, and closed very weak,
owing to the expected arrivals of the
millions of greenbacks, which the firm of
Speyer Bros., of New York, are bound
to deliver to the Cuban Government,
as they have signed the contract for the
\$35,000,000 loan, to pay off the Cuban
liberating army. Exchange brokers state
that later the coming summer ex-
change may drop to 105, after the green-
backs have been shipped back in ex-
change for Spanish centenes. What ef-
fect this flood of money may exercise
upon business in general remains to be
seen. It will undoubtedly stimulate spec-
ulation in some commodities, although
tobacco may not be one of the articles
to advance, owing to the abundant crop.

Receipts of Tobacco from the Country.

	Week Ending Feb. 13.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	256	1,313
Semi Vuelta	150	158
Partido	95	985
Matanzas	—	2
S. Clara & Remedios	253	3,482
Santiago de Cuba	—	242
Total	754	6,182

Lancaster and Vicinity.

Marietta Authorities Make Novel offer
to Cigar Manufacturers.
Lancaster, Pa., Feb. 23, 1904.

With the available goods of old crops
being gradually more closely sold out,
packers are giving more attention to the
new goods, of which, it is now reported,
there have been more bought since Jan-
uary 1 than has been supposed. Eight
and two cents seems to be about the pre-
vailing price. Receiving has commenced,

and a number of manufacturers are at
work on the new goods.

Trade with local dealers has shown
some improvement, amounting together
to a considerable volume.

The private residence of Harry Trust,
a tobacco sampler, was broken into by
thieves some nights ago and about \$250
in cash was stolen.

A tobacco shed on the farm of D. H.
Weaver, near Intercourse, Lancaster
county, was destroyed by fire one night
last week. Loss about \$1,800.

The borough authorities of Marietta
have offered a premium of \$12.50 per
week to Duddy, Jourdan & Co. cigar
manufacturers, if they keep at least
twenty-five hands regularly employed. A
second offer is that if the firm continues
to do so for at least one year an addi-
tional sum of \$150. will be paid.

The cigar factory of Hoffman Bros.,
at Maytown, was robbed the other night
of about 1,400 cigars and some tobacco.
Trade still continues somewhat dull
with cigar manufacturers in some sections
of the county.

At Denver the German Cigar Co. is
having a fairly good business in medium
priced goods, as is also E. Reninger on
his union-made product.

At Terre Hill things are a little quiet,
but manufacturers still seem full of hope
and confidence in an early improvement.

Abner Chine, who opened a union
factory about January 1, is now employ-
ing several hands, and has fairly good
prospects of an increasing business.

Imhoff & Co., at Denver, recently had
some labor difficulties to contend with.

D. R. Oberholtzer, of Bowmansville, is
rather pleased with the way in which his
trade has kept up so far this year. He
has sold the jobbing place at Hazleton,
Pa., which he had conducted for several
months.

—It is the knowing how that counts.
It is the man who knows his business—
who studies and masters every detail of
it—who succeeds.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf : : Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

CHARLES BLASCO,
COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10,
HAVANA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Cigar and Tobacco Factories

Are Earning Fat Dividends

When Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco
belt of the South and a location can be given you from
which, within a radius of one hundred miles, you can draw
every grade of tobacco, including the finest Shade Grown
Sumatra.

If you want to come South for any reason, ask for
our literature; if you want to locate a factory, ask for our
special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.

SEABOARD AIR LINE RAILWAY.

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Importers of
J. & E. Cranz, *Sumatra Tobacco,* *144 Maiden Lane.* *Amsterdam.* *Grascati.*

Adolfo Moeller & Co.

Importers of
Havana Tobacco

Exclusively

No. 161 Water Street, New York
Almacenes de San Antonio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynclos	Manuel Garcia Alonzo
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



Roth & Bro.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

W. J. SCHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

NEW YORK.
HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Established 1840.

Cable "Nargel"

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

Tobacco

125 Maiden Lane,

NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman,

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALI XANDER

JOSEPH S. GANS & CO.

Importers &

Packers of

Leaf Tobacco

Telephone—346 John.

No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

HAMBURGER, BROS. & CO.

Hav. Rico,

For Sumatra,
Sulatra,
—estic.

Importers and Packers,

No. 228 Pearl Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of

HAVANA TOBACCO

and Packers of

LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD. II BURLING SLIP.

The creditors of the Max Schatz Co. will hold their first meeting March 1.

The loss by the fire at L. Kahner & Co.'s factory, East Ninety ninth street, was about \$25,000.

Charles R. Werner will manufacture Publicity, Village Club, and Morrisania Democratic Club cigars in his new factory, 1089 Washington avenue.

Paul Brown succeeds Robert P. Dula as managing director of the Continental Tobacco Co. in St. Louis, Mr. Dula coming to the New York office.

The New York creditors of Louis Kuttner & Sons, of Detroit, have voted against acceptance of an offer of 33 1/2 per cent., partly in cash and partly in endorsed notes.

The Bold's Special cigar has heretofore been made in only one size, the Invincible, but the Waldorf-Astoria Cigar Co. now provides four other sizes—Bellevue, Stratford, Waldorf, and Astoria.

The stockholders of the Continental Tobacco Co. will hold their annual meeting in Jersey City on March 9. The transfer books of the preferred stock closed February 17, and will reopen March 10.

In addition to having \$1,600 in the treasury, the United Dealers Cigar and Tobacco Co. expects to have, within a week, enough to make the total \$5,000. President Horwitz reports a membership of about 500.

Snyder & Goldstein, whose only stores now are at 1257 and 1290 Broadway, sold all goods at cost, even to the fraction of a cent, last Saturday. They announce an intention of holding cost sales one day in each month.

Landfield Bros. & Co., of 222 Greenwich street, are to open a branch factory in the West Tampa district. Harry Landfield will be the resident manager, and Joseph M. Landfield will make his headquarters in New York.

A newly incorporated concern is Bennett, Sloan & Co., with Albert P. Sloan, President, and J. H. McPike, George W.

Stidfole and J. J. Allen incorporators. The capital stock is \$300,000. Robert J. Orr and E. J. Hawley are on the Board of Directors.

The King of England smokes cigars costing \$2.50 each, but the Emperor of Germany contents himself with a cigar costing \$1.50. A specimen of each of these cigars is on exhibition in one of the windows of the Havana Cigar Store in the St. James Building.

The Cigar and Tobacco Dealers' Association has elected T. J. Donigan, President; F. B. Aschner, Vice President; S. J. Freeman, Treasurer; W. W. St. John, Secretary. The Association anniversary, February 23, was celebrated with a dinner for the members and their wives, at the Association headquarters.

William E. Jacobs has leased the entire six story building at 141 to 145 West Seventeenth street to the United Cigar Stores Company, who will use it for their general offices and distributing depot. The land was bought from the Hudson Realty Company last August, and the building will be ready for occupancy March 1.

Three hundred thousand pounds of plug tobacco are to be delivered at the Brooklyn navy-yard for Uncle Sam's sailors between May 15 and October 1 next in six installments ranging from 25,000 to 75,000 pounds. Each bidder for the contract is to submit not more than four samples of not less than twelve pounds each. The bids are to be opened March 22.

Samuel Henry Harris, of 278 West Broadway, who was vice president and treasurer of the Khedivial Co., manufacturer of cigarettes, has filed a petition in bankruptcy, with liabilities \$75,332 and no assets. Of the liabilities \$72,252 are secured by tobacco in storage warehouse, the secured creditors being the Market & Fulton Bank \$28,149; German Exchange Bank, \$20,000, and the Hibernian Banking Association of Chicago \$23,103. The banks hold notes of the Khedivial Company which Mr. Harris indorsed.

The Metropolitan Tobacco Co. now offers an allowance of ten cents per pound

of tobacco on purchases of 100 Dragon, James G. Blaine or El Capitan-General cigars in combination with 25 pounds of tobacco, or 150 cigars with 50 pounds of tobacco or 250 cigars with 100 pounds of tobacco. One cent per pound allowance is made on 100 pounds of tobacco when no cigars are bought. A thousand Sweet Caporal cigarettes or Between-the-Acts little cigars are counted as five pounds of tobacco, and a thousand Old Virginia Cheroots are counted as twenty pounds of tobacco.

Passengers on the steamer Kroonland, which sailed Saturday included Kaufman S. Falk of G. Falk & Sons and Sigmund Rothschild of Rothschild & Brother accompanied by Max Bloch. On Tuesday of this week William Quanser of Hinsdale Smith & Co. sailed on the Statendam. Wednesday the Cedric sailed, her passengers including Benno Neuberger, of E. Rosenwald & Brother and Joseph Hirsch of Joseph Hirsch & Son accompanied by William Neuberger. A Cohn and Leonard Cohn of A. Cohn & Co. and Max Adler of Leonard Friedman & Co. will sail on the Campania, February 27. All go to Holland to buy Sumatra tobacco.

Heirs of Antonio P. Mur Ray, once a wealthy tobacco dealer in Brooklyn, have received news of his death in San Antonio. His estate is worth \$500,000. Mrs. C. W. Webster, a daughter, will go to Texas to claim the property. Mur Ray lived on Myrtle avenue twenty five years ago. The death of his father required his presence in Brazil, and he left his wife and children with a trusted friend, who later told the wife her husband was dead, and wrote Mur Ray of the death of his wife and disappearance of his children. Mur Ray and his wife both married again. Later they met and then realized how they had been deceived by the false friend, who also had squandered Mur Ray's property. The two families of Mur Ray became friends and frequently visited.

"Our head of the Health Department," says the Tribune, "will find many sympathizers in his efforts to curtail the unreasonable privileges provided by most of our local streetcar surface lines for the combustion of tobacco. The world went

well before the use of the weed crossed the oceans from America to the Old World. Smoking has become an almost universal indulgence, but, when city transportation companies are at their wits' ends in their efforts to meet the problems of carrying to and fro the multitudes of women and children and of men who never smoke, they ought to be somewhat more moderate in their generosity toward the worshippers of nicotine. It hardly seems advisable in our local lines to furnish special facilities in certain rows of seats or upon the platforms of cars to the admirers of the weed, to the annoyance of other passengers. This is a matter which is now much discussed with earnest interest in the crowded communities of the Union."

Police Headquarters has been asked to look for a man, believed to have been an ex employee, who robbed the store of the United Cigar Stores Company, 2208 Third Avenue, between One Hundred and Twentieth and One hundred and Twenty-first Street, of \$102, several boxes of the finest cigars, a lot of pocket knives and jewelry, and a pair of fieldglasses.

Louis Rodenstein was alone in charge of the store, one of the finest in Harlem, when about 4 o'clock in the afternoon he received a telegram ostensibly from General Superintendent Stone of the Company informing him that a store at Fifty-ninth Street was short-handed and directing him to go there as soon as relieved. Half an hour later a well-dressed, dark-haired, smooth-shaven man, about 5 feet 10 inches in height, wearing a handsome diamond horseshoe pin and having a very prominent mole on the right cheek near the mouth presented himself as the relief. "Have you any order?" asked Rodenstein, according to his story.

"Certainly; here it is," the stranger replied, producing a transfer slip, a printed form signed with the name of Mr. Stone.

The man had been in the business evidently, for while he chatted with Rodenstein he served several customers and knew without asking any questions just where the stock was kept and its value. Reporting to the manager at the Fifty-ninth Street store, Rodenstein was informed that no help was needed there, and while they were discussing the matter with growing suspicions a telephone message reached the company from Police Headquarters to the effect that the store up town had been found unattended and was at that moment in charge of a policeman. Rodenstein hurried back and discovered the extent of the robbery.

A LIST OF THE JOBGING HOUSES

OF THE
United States,

INCLUDING

Wholesale Cigar and Tobacco Dealers,
Wholesale Grocers, Wholesale Druggists,
Wholesale Liquor Dealers,
and Wholesale Confectioners,

Is Given in Our

TOBACCO TRADE DIRECTORY

AND

READY REFERENCE,

Besides the Names of the Buyers of the Cigar and
Tobacco Departments of the Principal
Wholesale Houses.

Every Manufacturer Needs It,
and the PRICE is only ONE DOLLAR---Delivered.

The Jobbers Want It,

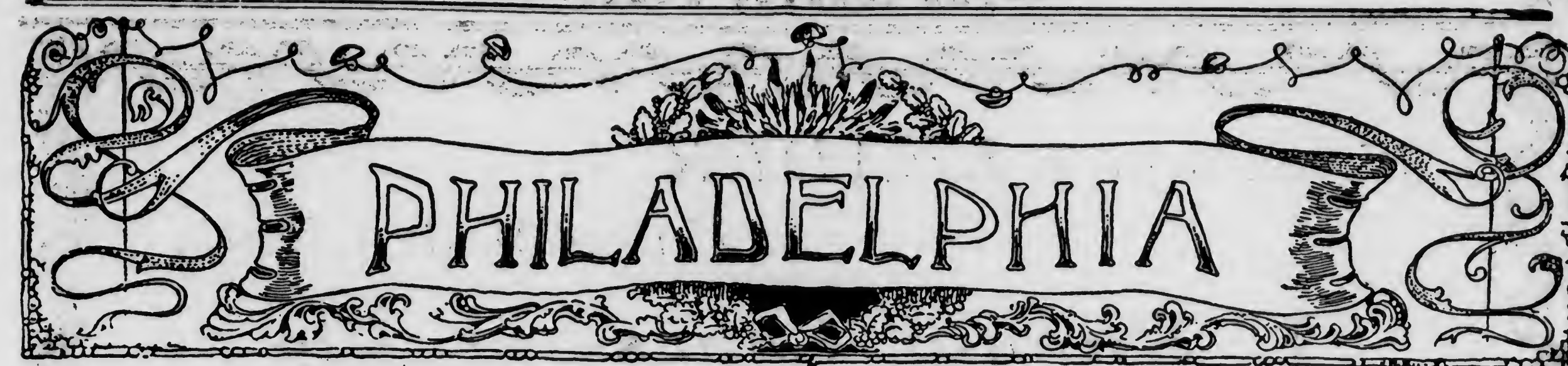
*Because it is the only book in existence giving Factory Numbers of
All Factories in Pennsylvania.*

PUBLISHED ONLY BY

Tobacco World Publishing Company,
224 Arch St., Philadelphia.

Fully Protected by Copyright.

SEND FOR IT NOW.



MISFORTUNE AT SEA.

Isadore Liberman, of the Liberman Mfg. Co., and of the leaf tobacco concern of Liberman Bros., met with a serious accident while on his way to Europe on the steamer Zeeland. On the second day out, while he was walking on the deck, the steamer lurched and he fell, with the result that his right leg was broken. He is now under treatment at Antwerp, and has some consolation in knowing that he took out an accident policy just before his departure from America.

RETAILERS' ASSOCIATION.

Tomorrow evening, Thursday, February 25, a meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia will be held at Fraternity Hall, 1414 Arch street. The question of whether regular meetings shall be held monthly or once in two months will be considered but cannot be acted on before the next succeeding meeting, the notice required by the constitution not, as yet, having been given. The directors have already voted in favor of holding association meetings not oftener than once in two months, but probably will reconsider this action if the sentiment of a majority of the members present tomorrow evening is in favor of more frequent gatherings.

COMMANDER NEWMAN PRESIDES

George W. Newman, of Young & Newman, Commander of George G. Meade Post, No. 1, G. A. R., presided at the banquet of that organization held on the evening of Washington's Birthday at the Union League. There was an attendance of 250, including many distinguished guests. Judge Henry G. Davis assisted Commander Newman in the ceremonies of the evening, acting as toastmaster. Mr. Newman served in the war in Custer's famous Michigan brigade, and joined the G. A. R. in Detroit, but on coming to Philadelphia, about a dozen years ago, he affiliated with the oldest Grand Army Post in the State, and has now reached the honored and distinguished post of Commander, a rank which corresponds to that of Colonel in the army.

DESERVING OF THANKS.

The recent judicial decision in New York which vacates the law of that State

prohibiting use of the American flag on trade labels was given in a case in which the label in question was that of a brand owned and made by a Philadelphia firm—the Betsy Ross, made by A. S. Valentine & Son. This decision is an advantage and benefit to every manufacturer and jobber selling brands under labels of this character in the State of New York, as well as being a check to similar legislation by other States in restraint of trade. The defendant in the proceedings was J. H. McPike, of Bennett, Sloan & Co., who, with the Messrs. Valentine, deserves the thanks of the trade for their resistance to an unreasonable law and for the successful manner in which that resistance was maintained.

IN BANKRUPTCY.

Alfred Driver, referee in bankruptcy, has called a meeting of the creditors of the La Pila Havana Cigar Co. to be held in Room 6, third floor, of the Post Office Building, March 2, at 2 p. m. to hear the report of the trustee as to the claims of this estate against certain stockholders of the bankrupt company, who have not paid in full their subscriptions to the company's stock; and to determine whether actions shall be brought against such stockholders, or any of them; or whether the affairs of the estate shall be closed without bringing such actions.

The leaf tobacco belonging to the insolvent estate of the Manuel J. Portuondo Co. was sold last Friday by the receiver, Channing Allen, to a speculator named Sokolof, who was not in the tobacco business when he made his offer for the stock and, consequently, was obliged to take out a license before the deal could be closed. The prices paid were 25 cents for wrappers, 16 cents for binders, and 12 cents for fillers. The appraisers of the estate were S. Weinberg, I. Adler, J., and Ed. Marshall.

The bankruptcy of the firm of Edward G. Haehnlen and William S. Stevenson, doing business at 700 Arch street and dealing in sponges, is of interest in the tobacco trade, owing to close business relations between that firm and Henriquez, Stevenson & Co., cigar manufacturers at Tampa, Fla. The liabilities are stated at \$38,860.20 and the assets at \$25,677.69.

RIGHTS TO LABELS.

The controversy, explained in last week's issue of The Tobacco World, between a Philadelphia cigar manufacturer and a Philadelphia lithographer, in regard to ownership of a certain cigar box label has aroused much interest. As the readers of this publication will remember, the cigar manufacturer furnished a rough sketch and the lithographer furnished a perfected design; and an order for several thousand of the labels was later given to a rival lithographer without any compensation being paid for the work of the artist.

H. S. Springer, the Philadelphia representative of the New York lithographing house of George Schlegel, does not agree with the opinion expressed in The Tobacco World—that the lithographer, having allowed his design to remain out of his possession long enough to be copied, had left himself without means of redress. Mr. Springer, who is a gentleman of long experience in his line of business and one whose opinion is worthy of much respect, expresses confidence that in a suit brought under the conditions named above, the lithographer would have judgment given in his favor. The rough sketch was, he says, not a marketable commodity and had no money value until put into a perfected form. The perfected label, on the other hand, was something which, when shown, might find an immediate sale, and was the result of expert knowledge and labor. Such perfected labels are the property of the lithographer at all times until sold, according to Mr. Springer, no matter in whose possession the design may be left. No test of the question has ever been made in court, to his knowledge, and, until within the past week, the question has arisen only twice in his experience; in both of these cases suit was threatened and settlement promptly made. Should the law sustain a manufacturer in appropriating without pay label designs submitted by artists and employers of artists, the business of designers would be practically ruined. To be accepted designs must be submitted, and almost invariably the prospective buyer wants time for decision. The universal practice is to allow ample time for deciding on the general features and the details, and the fact that there have been so few instances where unfair advantage of this has been attempted goes far to show that the designer's exclusive right to his work until he is paid

for it is recognized practically universally by those who buy labels, etc. There can be no doubt that from the standpoint of business honor, justice and equity a work of art belongs to the artist or his employer until it is sold. Judging from the statements made by Mr. Springer, there is good reason to believe that the courts would recognize and confirm such ownership.

DAMAGE BY FIRE.

Fire and water caused damage to the extent of about \$200 February 24, in the cigar store and factory of J. Alvarez, 56 South Second street. The damage by the flames did not exceed one tenth that amount, but smoke and water injured the goods.

MOSTLY PERSONAL.

F. H. Rebbach is covering the Middle West for Gumpert Brothers. Leroy Valentine, of A. S. Valentine & Son, left last week for Havana.

John N. Kolb is back in Philadelphia, after a most successful five weeks in the West and South.

Felix Eckerson, of F. Eckerson & Co., started for Havana last Saturday, and expects to remain three or four weeks.

M. H. Haviland, of Janesville, Wis., representing F. S. Baines, of that city, has been making sales here this week.

Only trifling damage resulted from a fire in the basement of Charles Agnew's cigar store, Twelfth street and Fairmount avenue, Wednesday last.

E. A. Calves & Co. have added to their force of traveling salesmen Martin Myers, who is now making a good beginning in New York State in their interests.

M. Rosenstein, the North Third street leaf tobacco broker, was out Tuesday for the first time in several days, having been confined to his home by an attack of the grip.

Major Neuburgh, of the Louis Neuburgh Co., of Hamilton, Ohio, widely known as leading dealers in Zimmer Spanish tobacco, spent several days in Philadelphia recently.

The manager of the Pennsylvania Cigar Stores Co. intends to give a check with each purchase, and to devote the receipts of one day each month to redemption of the checks.

Windows in Lauer's cigar store, at Walnut and Eighth streets, were broken Tuesday evening by an explosion of sewer gas. Two manhole covers were sent forty or fifty feet in the air, and much other glass in the neighborhood was broken.

Charles Eisenlohr is the only member of the firm of Eisenlohr Bros. in Philadelphia at present, the senior member of

If you want a **LEADER**

in Union-Made Cigars,

WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

the firm being in Florida, Louis H. in California, and August C. in Wisconsin.

John A. Kinney, Philadelphia representative of A. Cohen & Co., of New York, had the misfortune to lose a pocket-book and valuable papers while on his way to New York last Saturday. The purse contained \$80.

Leopold Loeb & Co. have been doing a good business recently, particularly in several large lots of Wisconsin. The Loeb-Nunez Tobacco Co. has also been busy, having sold about 700 bales of tobacco in Havana in the past two weeks.

The Theobald & Oppenheimer Co. will open its new factory at Milford Square, Pa., next Monday. The factory has accommodations for 250 employees. When President Spatz was asked how many hands would be employed at the start, his reply was, "All we can get."

S. S. Swartz, of the Loeb-Swartz Leaf Tobacco Co., has just started on a Western trip to occupy two or three weeks. So Loeb, of the same company, and also of the Loeb-Creagh Co., will go to Europe in April. He will attend the inscriptions in Holland and will go to Hamburg, Germany, with the object of establishing there a branch of the last named corporation.

K. Straus & Co. did a larger business last month than in any preceding month. Mr. Straus explains, however, that the

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGERT MACHINE CO., York, Pa. 12-23-1f

FOR SALE.—One Thousand Blocks Cigar Molds, 35025. Apply to 2-17-4 P. O. Box 49, Hanover, Pa.

SALESMEN WANTED.—Reliable men to carry as a side line, an up-to-date line of Advertising Fans, sold to Furniture, Hardware, Drug, Shoe and General Merchants. Convenient to carry. Prompt remittances. Geo. H. Jung & Co., Cincinnati, O.

largest business doesn't mean the most profitable business. Competition, he says, is constantly growing more keen, with a corresponding reduction in profits. This may not always be true from year to year, but within each period of five years leaf dealers have to content themselves with reduced margins on sales.

"THE SOCIAL VETERAN."

Mr. Gumpert One of the Speakers at a Banquet.

At the annual dinner of the Bramble Club, organized by and named for George T. Bramble, a retail cigar dealer at 201 East Girard avenue, held on the evening of Washington's Birthday, Mr. Richard T. Gumpert, of Gumpert Bros., was one of the speakers. His toast was "The Social Veteran," and in responding he said:

"Once more to-day the Bramble Club simultaneously with the Founder of the Republic has marched another mile-stone in time's eternal journey, inscribed in indelible letters George Washington's 172d Birthday, and the Bramble Club's 15th anniversary; and as I gaze upon the name so dear to every American the answer recurs to me of the boy who, when questioned by his Sunday School teacher, 'Who was the first man on earth?' replied 'George Washington, of course.' And, again, when reproved by the teacher with 'You ought to know—it was Adam,' instantly rejoined, 'Oh, I did not know you were talking about a foreigner!'"

"As I look upon these many well-known faces before me, whose happiness to-night is reflected by the presence of their wives and children, I feel more than ever conscious that it is not the club that makes the man, but the manliness of its members that has made and sustained the Bramble Club. If the silent reaper has gathered some of your beloved fellow-members since your last annual banquet, and has brought affliction to others, let us revere their memory to-night and extend our helpful sympathy to those in distress. For when I called upon George Bramble to wish him and his good wife a Happy New Year, and as I asked him about the health and pros-

perity of the Bramble boys, his face suddenly clouded over, and, pointing toward the river, he said, in substance: 'While the Eighteenth ward has always been considered a healthy section of our city, quite a number of our boys have of late been suffering from 'Cramps.'"

"But as my mind still lingers around the mile-stone of the past, and I recount nine times in succession that I have been permitted to spend three happy hours each year at your banquet table, I begin to realize that I have gained more than an entire day in my life, which otherwise I should have lost asleep in bed, which reminds me of a little incident last summer.

"For many years in my annual trips across the Atlantic I have always spent a few days with some dear friends in an inland German town, and my first visit in the early morning after my arrival I have always paid at a certain barber shop. As I was about to enter the same at an early hour last August the proprietor was just taking down his shutters, and with profuse apologies for his tardiness ushered me into his shop, where, no sooner seated in his chair, he was about to resume his excuses, when I stopped him by saying: 'Don't worry on my account, for in America it is only two o'clock at night, and all our people over there are still fast asleep.' With a puzzled expression he asked in a tentative way: 'Would you rather be over there now asleep than awake in Germany?' It was then that I realized my own feelings as I answered: 'No; it is just the reverse.' It is here as I wander around among ancient castles and churches, and in the gardens 'where the Wuerzberger flows' that I feel half asleep; but I no sooner pass the Nantucket lightship once more, and Marconi flashes our safe arrival to our waiting friends at home, that I am wide awake again.

"But the toast assigned to me is 'The Social Veteran.' Now, if all the world loves the laughing eye of a sweet young girl, and sympathizes with her ardent lover, while it looks askance at us gray heads and gray beards, can my veteran friends, of whom I see quite a number scattered around this room, expect to have the world take them at a higher valuation than they themselves have come to value the world?"

"For while man by nature is gregarious, and loves to touch shoulders with his fellow-man, does not the time arrive for all of us, when, 'forgetting the world means by the world forgotten,' just as it came to Lord Chesterfield, whose fame as an orator and man of fashion, even eclipsed his royal master, George II, yet who lived to utter, almost twenty years before his demise the sad jest: 'I have been dead these two years, but don't choose to have it known.'"

"And so it comes to pass, my veteran friend, that your wife no longer attempts to drag you to a conventional dinner party of ten courses, at which every guest around the table looks conscious of their superiority as host and hostess to the society woman at the head of the table, who at her last function never dreamed to ask you, my friend, to unload your white-whiskered stories upon a company who came to hear themselves talk.

"It is true that last summer, with your own family always in the country, you were persuaded to join another man's family party of three generations, and if you felt out of place, was it not owing to the old grandmother cross-examining you in a corner as to your possible relationship to the hostess, 'who still, thank God, has her own husband alive to look after her welfare?'"

"Ah, there comes a time, my veteran friend, when even on entering your own club, you are no longer deceived by the glamor and the lime-light of the brilliant dining-room, to find the politician entertaining his constituent, the rich parishioner feed his hungry pastor, or the merchant opening wine for his out-of-town customer, while you look in vain for a congenial soul to share your solitary luncheon!

"Hence I cannot praise too highly the wisdom of the Bramble Club, where each member brings his own family along to the banquet table, without having to encounter the strange society woman, somebody else's grandmother or a lot of men, who only take a commercial interest in their society; and when seated once more around your own break-fast table to-morrow, to talk it all over, neither your wife nor daughter will require any prompting from you, my veteran friend, to vote the Bramble Club banquet a big success."

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

**H. H. MILLER,
LEAF TOBACCOS**

Light Conn. Wrappers and Seconds

SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**

145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of **Leaf Tobacco**

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United
Phones **LANCASTER, PA.**

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. **LANCASTER, PA.**



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., **LANCASTER, PA.**

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
Mfrs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

WE CAN
SAVE YOU MONEY

The Sternberg
Mfg Co.
1346 West Third Street,
DAVENPORT, Iowa, U. S. A

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF

Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

TOPICS IN WASHINGTON.
(Concluded from page 7.)

earnings suffering misery through de-
grees of the United States for help and
protection.

"All I can say in furtherance of this
petition will be little in view of great
importance of subject matter."
"Trinidad H. Pardo de Tavera."

Secretary Taft ordered the following
reply to be called:

"Will do everything possible for such
legislation this session. If not success-
ful shall continue efforts. The justice
of our cause will triumph in the end."

It is expected that Mr. Taft will ask
for a hearing before the House Commit-
tee on Ways and Means within the next
ten days in regard to a further reduc-
tion of the Philippine tariff, but he
is not in the city to-day and the report
could not be officially confirmed.

The Secretary of the Treasury has re-
fused the application of the manufac-
turers of Bolinda chewing plug tobacco
for drawback on account of Sumatra
clippings claimed to be used in its manu-
facture.

The application for such drawback
was made in October last and the De-
partment has been making a close inves-
tigation, it is said here, with the result
that a reply has been sent to the manu-
facturers to the effect that this inves-
tigation discloses the fact that the Su-
matra wrapper tobacco used consists of
cuttings, the waste or clippings remain-
ing after the wrappers for cigars are
cut from the Sumatra leaf. Such clip-
pings have a value of approximately six
cents per pound or less for various pur-
poses, but have never been commercially
used in the manufacture of plug tobacco
for the reason that they have none of
the essential qualities of tobacco capable
of use for chewing purposes and are de-
cidedly unpalatable.

In view of these facts, the Secretary
expresses the opinion that the use of
Sumatra clippings in the production of
plug tobacco is not bona fide, and that
such plug tobacco is not a manufac-
ture contemplated by section 30 of the
act of July 24, 1897, and drawback is
accordingly denied.

REVENUE RULING.

Commissioner Yerkes, of the Internal
Revenue Bureau, has been requested by
a collector for instructions in the fol-
lowing case:

A firm operating several factories in
his district desire, as cigar manufactur-
ers, to sell to themselves as dealers in
leaf tobacco, leaf tobacco which when
stripped could be returned to the cigar
factory and credited in the cigar manu-
facturer's book at the same rate as
when sold to dealers in leaf tobacco and
entered in the cigar manufacturer's
books as leaf tobacco instead of strip
tobacco. The collector was informed
that the applicants should be instructed
that as dealers in leaf tobacco and sep-
arately as cigar manufacturers they
must confine their respective business
operations within their individual and
proper limits; that their rights and priv-
ileges, both as cigar manufacturers and
as dealers in leaf tobacco, are clearly
defined by law and regulations, and the
fact that they own and operate several
factories does not entitle them to con-

duct their business in a manner different
from what is required of all other per-
sons similarly engaged. The collector
was directed to inform the applicants
that they would not be permitted as
cigar manufacturers to sell to themselves
as dealers in leaf tobacco, leaf tobacco,
which after being stripped in their leaf
department, is to be returned to their
cigar factory and credited in their cigar
manufacturer's book at the same rate
as when sold to themselves as dealers in
leaf tobacco and then enter it again in
their cigar manufacturer's books as leaf
tobacco instead of stripped tobacco; that
such a transaction would be fictitious
and is not authorized by the regulations.

Trade-Mark Register.

DOMINOES. 14,351

For cigarettes. Registered Febru-
ary 16, 1904, at 2 p. m., by A. Kramer,
Philadelphia, Pa.

THE SAVANNA. 14,352

For cigars. Registered February 17,
1904, at 3 p. m., by R. Schatz, Phila-
delphia, Pa.

UNCLE JOSS. 14,353

For cigars. Registered February 17,
1904, at 3 p. m., by J. F. Sechrist,
Holtz, Pa.

TWO CRACKER JACKS. 14,354

For cigars. Registered February 17,
1904, at 3 p. m., by J. F. Sechrist,
Holtz, Pa.

OLD MILLSTONE. 14,356

For cigars. Registered February 18,
1904, at 9 a. m., by C. A. Kildow,
Bethesda, O.

PERLA TOCA. 14,357

For cigars. Registered February 18,
1904, at 9 a. m., by John G. Mumma,
Lititz, Pa.

KATY GIRL. 14,358

For cigars. Registered February 18,
1904, at 9 a. m., by John G. Mumma,
Lititz, Pa.

LADY HERO. 14,359

For cigars. Registered February 18,
1904, at 9 a. m., by John G. Mumma,
Lititz, Pa.

HERMOSURA. 14,360

For cigars. Registered February 19,
1904, at 9 a. m., by M. H. Boyle &
Co., Key West, Fla.

THE GILBERT. 14,361

For cigars. Registered February 20,
1904, at 9 a. m., by Lyman Y. Gilbert,
Philadelphia, Pa.

REJECTIONS.

College Boy, Katy Flyer, James Kent,
Vedette, Ideal Smoker, Ramblers,
White Pearl, Uncle Dan,
Big Major, Lucky Jim.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in
Bureaux other than that of The
Tobacco World.

Our District, Japan Crest, Matchon,
Dayton Princess, Black Star, Twenty-five
Strike, Pipe B, Pipe C, Lord Barrymore,
Commercial Boomer, Get Next, Emanelo,
Delilah, New York Twists, El Combero,
La Baracuta, Russo-Jap, Russian-Japan-
ese, In The Purple, Our Choice For Gov-
ernor Chas. S. Deneen, The Man For
Governor, Vespasian Warner, Ali Me-

AMERICAN EMPIRE



10 CENT



EL VOLCANO



5 CENT

hemed, El Khan, Smoke Stick, Cosmo-
politan Bank, Brighton Girl, Appellor,
Huza, Egyptian Fortune Teller, Spades,
Brilliant Harvest, Plucky Jap, Lutwak,
Bella Jonlia, Mistrel King, La Afabili-
dad, El Aplaiso, David Poe, Dinolia,
Geo. B. Shaw, Jas. Hungerford, John H.
Hewitt, John Pendelton Kennedy, John
Pierpont, Paul Allen, Samuel Woolworth,
Uncle Zeke, Wm. Goddard, The "New"
New York Times Building, Bella Juno,
For Governor Frank O. Lowden, Muni-
cipal Ownership (Is Good for Everybody),
La Turquina, Booby, Jos. Addition, La
Flor de Alvarado, La Julia, Morrisiana
Democratic Club, Radium Lights, Kitty
McGee, State Champion.

PHILADELPHIA LEAF MARKET

The inactivity in the local leaf market
has continued so long that a suspicion
that cigar manufacturers previously buy-
ing in this city were giving their patron-
age elsewhere has been mentioned. Sim-
ilar conditions, however, prevail in New
York and the West, and there is no doubt
that Philadelphia is doing her full pro-
portionate share of the business.

EXPORTS:

Rotterdam.—28 hogsheads tobacco.
San Andreas.—40 caddies tobacco.

Figures from York

Annual Statistics of the Ninth Internal
Revenue District.
York, Pa., Feb. 23, 1904.

J. K. Pfaltzgraff & Co. have engaged
E. H. Miller, who for some years repre-
sented Young & Newman, leaf dealers of
Philadelphia, as a salesman. Mr. Miller,
it is said, has met with substantial en-
couragement thus far.

W. S. Schroeder, Deputy Internal
Revenue Collector of the Ninth Division
of the Ninth District, which includes
Hanover and vicinity, has given out the
following statement of business in his
division during 1903:—Number of fac-
tories, 180; Output, 109,952,800 cigars,
2,054,804 pounds of tobacco.

J. W. Shindler has opened a cigar fac-
tory in East York.

C. E. Blair & Son, at Goldsboro, are
having a satisfactory trade for this season
of the year.

H. F. Kohler, of Nashville, has had
an exceptionally good business so far,
considering that the Spring trade has not
yet really begun, and he anticipates a
good year.

With the severe cold spell at last
broken, manufacturers are looking for-
ward to an agreeable change in trade
conditions generally.

No Rush in Reading.

Business Rather Dull, But Indications of
a Revival Good.

No special boom has yet overtaken
the cigar manufacturers of this city, most
of them reporting things as very quiet.
Neither does one see the sign, "Cigar-
makers Wanted," which is so frequently
displayed in busier times. Despite the
acknowledged quiet spell, several manu-
facturers have complained of delays in
getting orders for cigar boxes filled
promptly, a state of affairs that is rather
inexplicable.

Frank Ream states that his goods are
meeting with increasing favor in western
territory, and that considerable quanti-
ties are being shipped by him, particu-
larly to Ohio.

The Fleck Cigar Co. is making a new
cigar, under the title of Sunnysland, which
goes to the trade at \$33 per 1,000, with
100 free with each 1,000 order. Charles
Fleck, of this firm, started out on a short
trip last week, and reported a fair trade.

The Bon Ton Cigar Co. are pushing
their El Dorado de Habana 5 cent goods
in the local market, and have met with
much encouragement so far.

M. G. Hollis & Co., makers of the
Hes Ra Egyptian cigarettes, have removed
their factory from 228 Pearl street to 56
South Seventh street.

I. Reinheimer, representing the R. A.
Patterson Tobacco Co., of Richmond,
Va., has been here lately, encouraging
jobbers in the further exploitation of
Lucky Strike plug cut tobacco.

John Schlappich, who for some months
was a salesman in the employ of the
Field Tobacco Co., of Richmond, Va.,
has taken a position as salesman with
Stewart, Neuberger & Co., Ltd., and this
week started on a trip through the coal
fields, with which territory he is thor-
oughly familiar.

C. M. Yetter, of Mohnsville, reports
encouraging business in the 10 cent line
of union-made goods.

John J. Eshleman says his business
has been a little quiet, but sees some
improvement ahead.

Two local tobacco factories have been
having some difficulty with the Inter-
national Tobacco Workers' Union, re-
garding the use of the blue label. A
representative of the International Union
was in the city lately, endeavoring to
secure a satisfactory adjustment of the
difficulty. In fact, an even more serious
matter is now confronting one of the
factories in question.

Independent Manufacturers.

At the recent meeting, in Boston, of
independent tobacco manufacturers doing
business in New England, resolutions
were adopted and included the following:
"That all the independent tobacco man-
ufacturers shall help, aid and assist every
other independent manufacturer in the
distribution of his goods, and that all
information shall be given to the retailer
as to where goods of other independent
manufacturers may be obtained. It is
our purpose to ascertain if the indepen-
dent manufacturers of tobacco have any
legal rights (where their trade is re-
stricted), either under State or Federal
laws, and if there are any rights reserved
to us, we propose to have the benefit of

them, and also to give the consumers and
dealers who care to use independent and
union-made tobaccos a chance to continue
to buy them in the open market and
without restrictions."

Florida Sumatra Tobacco Company
Organized.

The Florida Sumatra Tobacco Co. was
incorporated under the laws of the State
of New York last week, by John Murray
and E. L. Winant, of Brooklyn, and
Louis Leopold, of New York, with a
nominal capital of \$5,000. The officers
will be Louis Leopold, President and
Treasurer, and E. L. Winant, Secretary.
The company will engage in marketing
exclusively Sumatra tobacco, with head-
quarters at 111 Burling Slip, New York.

"Coroner's Friend" Cigarettes.

Following is an advertisement which
appears in the last issue of the Tobacco
Weekly Journal, of London, England:

Look Out for Our New Cigarette

"CORONER'S FRIEND"

To be Sold in Packets of 12 for 1d.,
5 for ½d., 2 for ¼d., thus bringing them
within the scope of the smallest financial
ability. Sold only to children under ten
years of age. They will be handsomely
packed in outers shaped like a Child's
Coffin, and properly finished with brass
nails, and on lid a skull and X bones.
Inside, a cut of Destroying Angel rising
out of a pit.

When ready, samples of these cigar-
ettes will be sent to Board Schools, Un-
dertakers and Idiot Asylums, from whom
it is expected to receive valuable testi-
monials.

Mr. Joseph Chamberlain's Old Age
Pension Scheme Realised.

We give with each thousand
A Life Insurance Policy.
Parents of large families can thus, by our
aid and the Help of Providence,
secure their old age from want.

N. B.—Until these Cigarettes are on
the market any ordinary 1d. packet will
do equally well.

Meanwhile, Tobacconists who still have
customers in trousers should sell them the
absolutely best cigar on the market—

FREEMAN'S

DARVEL BAYS,

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Kidge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Argumbeau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUCKA,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in
America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from
foreign points during the week
ending February 20, 1904.

Havana.—J. E. Ward & Co., 7 trunks
cigarettes; Trinidad S. & T. Co., 10 bbls.
cigarettes.

Laguaira.—American Tobacco Co., 10
cs cigarettes, 129 cs cigars; American
West Indies Trading Co., 21 cs cigars, 2
bbls tobacco; American Express Co., 3
cases cigars; Antilles Trading Co., 4 do.;
Durlach Bros., 15 do.; Mateo Rucabado,
13 do.; Order, 10 do.; J. C. Price & Co.,
3 do.; P. R. Commercial Co., 6 do.;
Rojas, Perez & Co., 11 do.; R. Arguelles,
Manrique, Sola & Co., 5 do.; C. D.
Stone & Co., 5 do.; G. W. Sheldon &
Co., 3 do.; A. M. Seixas, 3 do.; W. I.
Cigar Co., 14 do.

Rotterdam.—E. Spingarn & Co., 45
bales tobacco; American Cigar Co., 676
cs tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Feb. 17:

(572 bales)	98 bales
United Cigar Co.	89 "
A. Cohen & Co.	89 "
H. Dues & Co.	79 "
E. Rosenwald & Bro.	69 "
Theo. Caldý & Oppenheimer	51 "
L. Schmid & Co.	50 "
L. Loeb & Co.	32 "
S. Rossin & Sons	26 "
E. Spingarn & Co.	25 "
Joseph Hirsch & Co.	23 "
C. Falk & Bro.	19 "
J. Cohen & Co.	11 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Feb. 16:

(2,223 bales; 23 bbls.; 34 pkgs.)	481 bales
J. Bernheim & Son	358 "
James E. Ward & Co.	358 "
S. Rossin & Sons	208 "
Leonard Friedman & Co.	203 "
Weil & Co.	145 "
Sartorius & Co.	144 "
Stephen G. Roth	126 "
A. Murphy & Co.	80 "
Mendelsohn, Borneman & Co.	62 "
American Cigar Co.	50 "
William A. Brown	46 "
Carl Vogt's Sons	37 "
S. Ruppert	35 "
John H. Merriam & Co.	35 "
G. Salomon & Bros.	28 "
Herz Brothers	25 "
S. Ashner	22 "
M. E. Flaherty	20 "
Hinsdale Smith & Co.	20 "
E. Regensberg & Sons	18 "
S. L. Goldberg & Sons	16 "
A. Gonzalez & Co.	16 "
Starlight Brothers	13 "
Starr Bros.	10 "
C. D. Stone & Co.	9 "
Calixto Lopez & Co.	6 "
I. Lewisheim	5 "
A. Goldschmidt & Co.	5 "
James E. Ward & Co.	20 bbls.
J. Bernheim & Son	2 "
A. Goldschmidt & Co.	1 bbl.
American Cigar Co.	34 pkgs.

HAVANA CIGARS.

Str. Morro Castle, arrived Feb. 16:

(532 bales.)	293 cases
James E. Ward & Co.	158 "
Havana Tobacco Co.	158 "
G. S. Nicholas	21 "

Park & Tilford	16 cases
W. O. Smith	8 "
National Cuba Co.	7 "
Acker, Merrill & Condit	6 "
Calixto Lopez & Co.	5 "
Waldorf-Astoria Segar Co.	4 "
G. E. Sheldon	3 "
L. J. Spence	3 "
Robert E. Lane	3 "
Order	2 "
C. H. Wyman & Co.	2 "
J. M. Hernandez	1 case

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

A report of the domestic cigar leaf market in a New York paper has this to say: "The trade for the past week has been dull, but few transactions and those of a small extent."

One of the reasons is that there is no old tobacco now held by the large packers of New York, and all of their offerings are merely what they have been able to pick up here and there, a few cases in a place. Now, as we all know, the cream of the crop was picked up in the fall of 1902 and spring of 1903, and probably a large share of the holdings of 1902 are fit for binders only, and do not bring the buyer a large price. But the binders even are wanted, and will, in our opinion, be pretty generally picked up before the new crop comes from the sweating rooms. One other reason may be that the holdings of the Sutters in the East have been sold very quietly, which would go quite a ways in patching up the deficiency in the market. We do not say that there has been a pound of it sold, but if there has not been it is wonderful; for all the trade papers have argued that there was very little to sell and many looking to buy. Now if it has not been sold, it will be sold in the immediate future, either on the open market or by commercial agents, for it is all wanted in the trade and that very soon, or we have been very much misled in reading the remarks of the trade journals. There was not an over supply in the country when the Sutter Brothers failed, and unless they are quietly disposing of their (the banks) holdings through agents, then you will hear of some good-sized sales before a great while. They speak of lateness of the new force sweating. Now, you can steam down a crop of tobacco from the poles, but you cannot force sweat it on the poles. At least no such theory has been advanced as yet, but may be in the future. We think a barn might be so



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

Factories:
YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,
HOLTZ, PA.
Maker of
High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BRATIES,
OAK MOUNTAIN,
PORTO RICO WAVE.
Capacity, 25,000 per day.
Prompt Shipments guaranteed



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

H. G. HOELTZEL

Manufacturer of

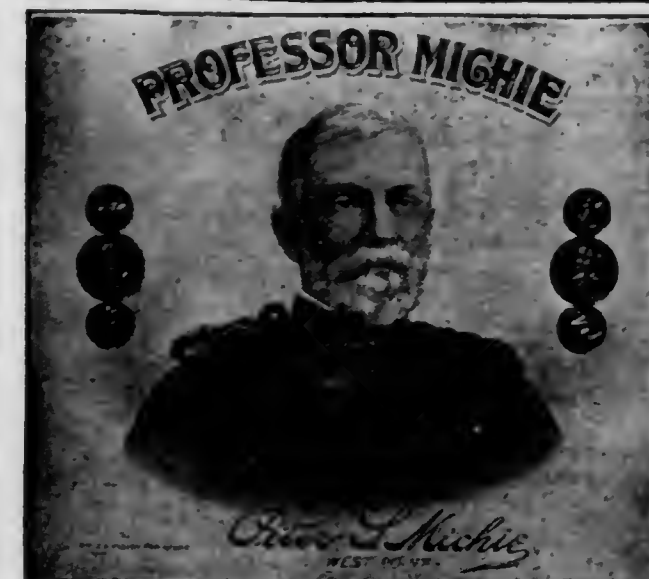
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special
Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

ENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS

OF

High Grade Cigars.



ESTABLISHED 1871

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced

Cigars

Red Lion, Pa.

Remember—the MELODIOSO is our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
 Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
 Packers and Dealers in **Leaf Tobacco**
 Large Line of 1900, 1901 and 1902 B's.
 No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.
 Wholesalers and Retailers of
Leaf Tobacco
 SHADE-GROWN SUMATRA, in Bales.
 Phones { York, No. 130. 12 S. George St., York, Pa.
 Bell, No. 1873.

D. A. SCHRIVER & CO.
 Wholesale and Retail Dealers
 in All Grades of
Domestic & Imported TOBACCO
 29 East Clark Avenue,
 FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
 Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
 Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
 Manufacturers of
Fine Havana Cigars
 And Packers of
LEAF TOBACCO
 Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
 New Holland, Pa.



No More Dull Seasons...
 If you handle our make of Cigars.
 WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ traveling salesmen, but sell all goods direct from factory to jobber.
 All Grades, All Prices, All Shapes, All Sizes

constructed as to force sweat on the poles. Now, do not shout lunacy, for stranger things have happened and may just once more. We do not say after the crop has been fully cured, but some time after the harvest.

The buyers have waited as long as they could trust each other to stay away, and they knew some of their number would make a sudden dash and commence buying, and they finally all have bought a little, but it was way out in Wisconsin or somewhere way off from New York. They know that every pound of good tobacco will be wanted. Think of a tobacco buyer riding into your yard one of those cold January days and buying your crop, with not a pound of it ready to be shown. To be sure, they have paid small prices, but the action speaks louder than their affirming that there is a world of tobacco and cheap, too, but "we have got to have the tobacco to keep our men at work." Was the tobacco stripped? We think not. When New York has anything to sell they advertise, and liberally, too, if our memory serves us right, and if they do not advertise much, then it is safe to calculate they have very little to sell.

Our correspondents write:
 East Whately, Mass.: "There has been one sale to report, John Kennedy, 8 acres at 23c, sold and assorted by L. F. Graves. Buyers are few because the farmers are holding their tobacco for fair prices."
 East Whately: "There are a number of buyers in town, but few sales as yet. Probably this week it will be more active, for some of the large packers are coming."
 Conway, Mass.: "Little that is new to report this week. No more sales heard of. There is still a little tobacco hanging on the poles. Farmers are beginning to think that if we are going to have such weather to raise tobacco in, as the last three years, we had better give it up and try something else."

Wethersfield, Ct.: "About one-half of the tobacco has been taken down here. It strips off a fine silky leaf, and as sound a crop as was ever raised here. Three lots sold: G. F. Warner, to Graham, of New Milford, Ct.; C. E. Adams and C. Dillings, to Griswold, of West Hartford."—American Cultivator.

BALDWINVILLE, N. Y.
 Activity in the local market is not yet in evidence, the severe weather and bad roads making it difficult for the buyers to do any riding. J. Wesley Morris, of

Phones: Keystone, 65-64A Main Bell 62-39A
M. Kaufman & Co.
 Manufacturers of Union Made
Turkish Cigarettes
 504 S. Fifth St., Phila.
 Specialties: MUNIURA, MATCHES, CIGARETTES.

KLEINBERG'S
"CHICO"
 KING of 5c. CIGARS
 AGAIN ON THE MARKET.
 Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
 Philadelphia.

Manhattan Briar Pipe Co
 Manufacturers of
 Briar and Meerschaum Pipes
 Importers of
SMOKERS' ARTICLES
 Salesroom, 10 East 18th St.
 NEW YORK.

E. S. SECHRIST,
 Dallastown, Pa.
 Manufacturer of
Fine and Common Cigars
 Established 1890.
 Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
 Manufacturer of High Grade
EGYPTIAN CIGARETTES
 74 Wooster Street
 NEW YORK
 Traveler-Cork Tips. Planet-Gold Tips
 Planet-Plain Tips. Planet-Cork Tips

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 promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Inventions registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents. What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address, **H. B. WILLSON & CO.** Patent Attorneys 774 F Street, N. W. WASHINGTON, D. C.

BOLTED CIGAR BOARDS
 MANUFACTURED BY
L. L. BEDORTHA
 WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER,
 Washington, Pa.

JOHN SLATER & CO.
 MAKERS OF **Lancaster, Pa.**
Slater's Stogies
 Long Filler, Hand-Made and Mold Stogies
 SOLD EVERYWHERE

JOHN SLATER & CO.
 Lancaster, Pa.

Troy, Ohio, representing Louis Peters & Co., of Detroit, is in the field, and is reported as having made several purchases at from 6 to 10 cents in the bundle.—Gazette.

EDGERTON, WIS.
 While buying of the new crop is progressing quickly throughout most of the growing sections, the movement is not gaining much force and a sort of indifference is noticeable among those riding, possibly due in a measure to the cold weather preventing the examination of either sheds or bulks. It is reported the American Cigar Co. has called in their buyers until conditions improve. Prices range around about the 7 cent mark, which seem to be ruling figures where trades are made.

Sales coming to notice are:
 L. Marsden, 6a at 7 and 1c.
 H. Harrison, 6a at 7 and 1c.
 O. Viney, 7a at 7 1/2 and 1c.
 Henry Hamre, 6c at 7 1/2 and 1c.
 Peter Olson, 3a at 7 and 1c.
 Christianson & Kumein, 3a at 7 and 1c.
 Chris. Olson, 5a at 7 and 1c.
 A. P. Johnson, 16c at 6 1/2 and 1c.

The frozen condition of the tobacco is holding back the work of stripping and is also responsible for a good deal of broken leaf if they attempt to handle it during the cold weather. Growers also find much of their tobacco was taken down in too light cases in their hurry to remove the crop from the sheds. A few deliveries have been made during the week and a couple of warehouses in this market have opened, but warmer weather must come before a general warehouse movement can take place.

Old goods are receiving but slight attention at present. L. B. Carle reports the sale of 1000s and the purchase of a 500s lot for the week. F. S. Baines sold 60 cases.

Shipments, 600 cases.—Reporter.

HOPKINSVILLE, KY.
 M. D. Boales.

The weather continues cold, harsh and dry, with no handling season—therefore no movement of consequence in the new crop. Hoghead tobaccos are quiet and holders are firm at 1/4 to 1/2c advance on dark heavy leaf, as such is scarce in the new crop.

QUOTATIONS
 Leaf—Short 18 to 20 in.: Common,

5 to 5 1/2c; Medium, 5 1/2 to 6c; Good, 6 to 6 1/2c.

Leaf—22 to 26 in.: Common, 6 to 6 1/2c; Med., 6 1/2 to 7c; Good, 7 to 8c.

But few Lugs appear, selling at 4 to 5c; for Common to Good.

Receipts for the week, 5 hhds.; for the year, 20 hhds. Sales for the week, 15 hhds.; for the year, 494 hhds.

The new crop is a good substitute for Burley or light manufacturing tobacco, and manufacturers would do well to look after it.

CLARKSVILLE, TENN.
 M. H. Clark & Bro.

Receipts this week were 6 hhds. Sales this week to date 265 hhds., which, with a lap of 19 hhds. from last week, make the sales 284 hhds. for the week ending Feb. 19. Sales are again mainly confined to the better grades of Leaf, which continue to move off at the improved range of prices last reported.

We still have handling seasons of only short duration, consequently business at the loose tobacco warehouses continues light and irregular.

QUOTATIONS:
 Low Lugs \$3.50 to \$4.00
 Common Lugs 4.00 to 4.50
 Medium Lugs 4.50 to 5.00
 Good Lugs 5.25 to 5.75
 Low Leaf 4.75 to 5.25
 Common Leaf 5.50 to 6.25
 Medium Leaf 6.50 to 7.50
 Good Leaf 7.50 to 8.50

PROTECTION FOR FARMERS.

Virginia Legislature Asked to Pass a Bill for That Purpose.

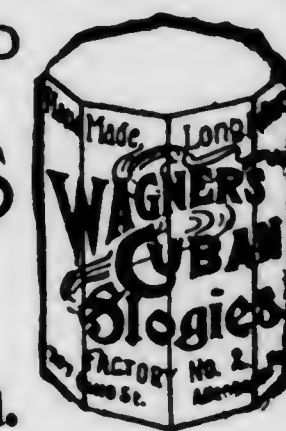
A bill now before the Virginia Legislature provides, in addition to the payment of double damage to the injured employer, a fine of from \$50 to \$500 for any person who shall "entice away, or knowingly have or retain in his employment, any farm laborer during the term for which such laborer has contracted to work for another, in violation of such contract of service." With reference to this bill the Southern Tobacconist, Richmond, says:

"The result of the scarcity of labor is a matter of much importance and is worthy of some consideration. First, it has caused a tremendous advance in the scale of wages; second it has caused a tremendous independence amongst the laborers. It is no uncommon thing for a farmer to engage his force, put them to work, advance some of the wages, and in

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 W. H. BARLOW,
 Proprietor, **Barnesville, Ohio,**
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High Grade Stogies

Long and Short Filler.
 SPECIAL BRANDS TO ORDER.
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 RUSTIC TRIUMPH
 BLUE POINTS OLD JUDGE
 CRYSTAL CHERRY RIPE
 Jobbing Trade solicited Write for Samples.

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WAGNER'S
CUBAN STOGIES
 MANUFACTURED ONLY BY
LEONARD WAGNER,
 Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
 at
W. D. SAHM'S
Union Cigar Factory
 Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. Telephone Connection
JOHN E. OLP,
 Manufacturer of
Fine Havana & Seed Cigars
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H. F. KOHLER,
 Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
 Is as fine as can be produced
 Correspondence, with Wholesale and Jobbing Trade only, solicited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.
Strictly
Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
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PRINTERS OF
ARTISTIC
CIGAR
LABELS

SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES



CIGAR RIBBONS

REGISTER YOUR
CIGAR & TOBACCO BRANDS
WITH
THE TOBACCO WORLD

a few weeks' time find that he is without farm help. They have gone to pastures new, and their original employer may shift as best he can. This migration of the laborers is due somewhat to their naturally nomadic dispositions, but, as a rule, is the result of some attractive offer of the agent of an employment bureau. Under these conditions our farmers hesitate to plant full crops of grain, or truck, or tobacco, for the chances are that all the profits will be lost in the field. This is a serious retarding of the development of our farms and consequently of our country, and, of course, what affects these affects the cities. Now, Mr. Gregory's bill offers to the farmer a great protection against these conditions. It says to him, 'Make your contracts, hire your men, plan out your crops, and the law will protect you against the loss of your working force, at least in so far as the erratic disposition of the laborer himself is not concerned.'

Business Changes, Fires, Etc.

California.
San Francisco—Win. Rickerby, cigars and tobacco, dead.

Connecticut.
Hartford—Miller & Shepard, wholesale tobacco stems, dissolved—Mason C. Miller, wholesale leaf tobacco, real estate mtge., \$7,500.

Windsorville—Miller & Shepard, wholesale tobacco stems, dissolved.

Illinois.
Chicago—A. Heyman, cigar agent and leaf tobacco, suffered by fire.—D. A. Heyman, cigars, damaged by fire.—John Nohoun, cigars, out of business.

Indiana.
Indianapolis—Herbert W. Green, retail cigars, chattel mtge.

Iowa.
Atlantic—Dufford & Epley, cigar mfrs., succeeded by J. B. Dufford.

Council Bluffs—L. Zurmuehlen, Jr., cigars, succeeded by Gunhoude & Zurmuehlen.

Des Moines—P. Dapolnia, wholesale and retail cigars, succeeded by Frank C. Higgins.

Eldora—Eldora Cigar Co. (not inc.), succeeded by Snyder & Murphy.

Mason City—M. J. Lawrence, damaged by fire; insured.

Maryland.
Baltimore—The following were burned out:—Acker, Merrill & Condit Co., cigars; Baxter & Bird, wholesale tobacco; Charles Becker, wholesale leaf tobacco; Richard Bond Cigar Co., mfrs.; William Boucher, cigars; W. A. Boyd & Co., wholesale leaf tobacco; Central Cigar Co. (not inc.), retail cigars and tobacco; Consumers Cigar Co., cigar mfrs.; Chas. Dittmar, wholesale leaf tobacco; Henry Douloug, retail cigars and tobacco; G. W. Emich & Co., cigar mfrs.; Mayer Engelman, mfr. and retail cigars and tobacco; A. Fader, retail cigars and tobacco; Felsenfeld Cigar Co., mfrs.; William Gebhardt, retail cigars and tobacco; A. J. Granger, cigars and tobacco; William G. Hannam, cigars and tobacco; Havelman Bros., mfrs. and retail cigars and tobacco; James H. Hays & Co.; wholesale leaf tobacco; Horwitz Cigar Co., mfrs. and wholesale cigars and cigarettes;

Patents relating to tobacco, etc.

752.443 Match holder; Leon Ebner, Philadelphia, Pa.

752.130 Combined match box and cigar cutter; Frank H. Vick, Jr., New York City.

Robert L. Hults, retail cigars and tobacco; C. C. Isaacs & Sons, cigar mfrs.; Henry Joesting & Co., wholesale leaf tobacco; H. Joesting, Jr., cigars, etc.; M. Kemper & Sons, wholesale leaf tobacco; Harry A. Klipper, retail cigars and tobacco; C. H. Kooke & Co., wholesale leaf tobacco; G. Liebman & Dellvie, wholesale leaf tobacco; Lilly, Duncan & Co., retail cigars and tobacco; Jacob Markowitz, retail cigars and tobacco; J. Merfeld & Co., wholesale leaf tobacco; O. P. Merryman & Co., mfrs. and retail cigars and tobacco; Neudecker Tobacco Co., wholesale tobacco; Nichols Bros., retail cigars and tobacco; Oettinger Bros. & Co., cigar mfrs.; B. Perlman & Co., wholesale leaf tobacco; H. C. Pfaff, mfr. and retail cigars and tobacco; John P. Pleasants & Sons, wholesale tobacco; George B. Skinner, wholesale cigars and tobacco; Mrs. Laua Snyder, retail cigars and tobacco; Sopher Bros., retail cigars and tobacco; J. B. Stafford, wholesale tobacco; W. Brooke Tunstall, tobacco and licorice broker; Voneiff & Cruz, wholesale leaf tobacco; Wm. A. Winter, retail cigars and tobacco; E. Wischmeyer & Co., wholesale leaf tobacco; Edward Young, cigars.

Massachusetts.
Athol—Harry F. Hastings, cigars, tobacco, etc., petition in bankruptcy.

Haverhill—Isaac V. Bearce, cigars, chattel mtge., \$350.

Pittsfield—Carpenter & Rockwell, tobacco, succeeded by Durham Wilcox.

Michigan.
Detroit—John J. Griffith, cigars and tobacco, chattel mtge., \$500.—Pinar del Rio Cigar Co., mfrs., judgment, \$439.

Jackson—Henry J. Olsen, cigars and tobacco, chattel mtge., \$5,900.

Minnesota.
Minneapolis—Edw. Kuttman, wholesale leaf tobacco, discontinued.

Missouri.
St. Louis—Kennedy & Co., cigar manufacturers, published dissolution notice.

New York.
Buffalo—Gibson & Sons, wholesale cigars and tobacco, assigned.

Rockaway Beach—J. A. Saunders, cigars, discontinued.

Ohio.
Celina—G. H. Heffner, cigar mfr., discontinued.

Cincinnati—F. W. Dohrman, of F. W. Dohrman & Son, leaf tobacco, dead.

Krohn Bros., wholesale and retail cigars, out of business.

Paulding—E. A. Ream, cigars, etc., sold out.

Pennsylvania.
Apollo—William G. Chambers, cigars, judgment, \$6,300.

Tennessee.
Memphis—A. S. Myers, cigars and tobacco, dead.

Wisconsin.
Rhineland—S. H. & W. H. Ashton, tobacco, cigars, etc., succeeded by S. H. Ashton.

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Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

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LEAF TOBACCO BROKER

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

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CIGAR Gold Leaf Embossed Work

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RÜSCHER & CO.
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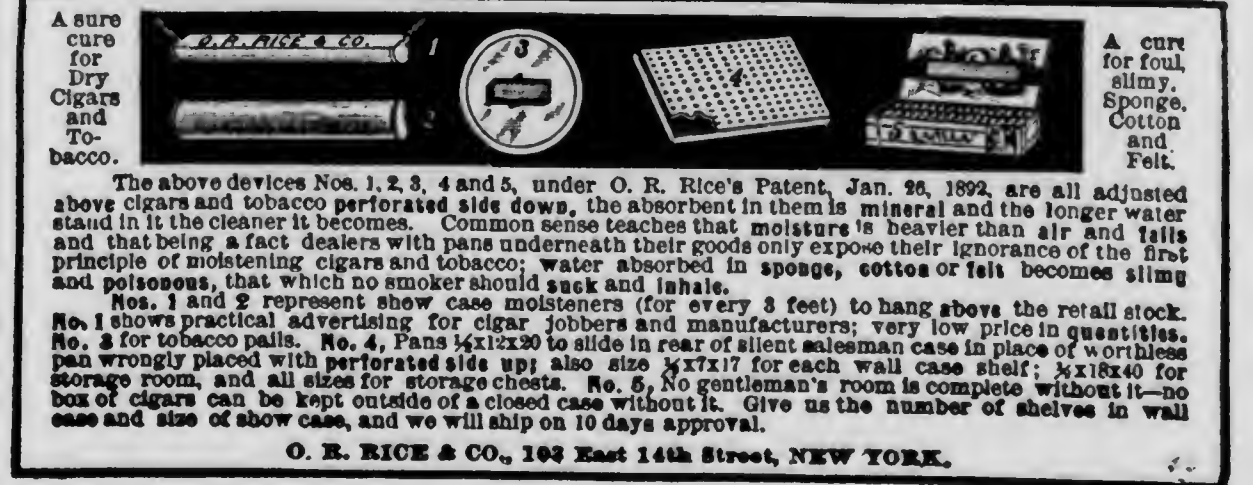
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We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.



"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

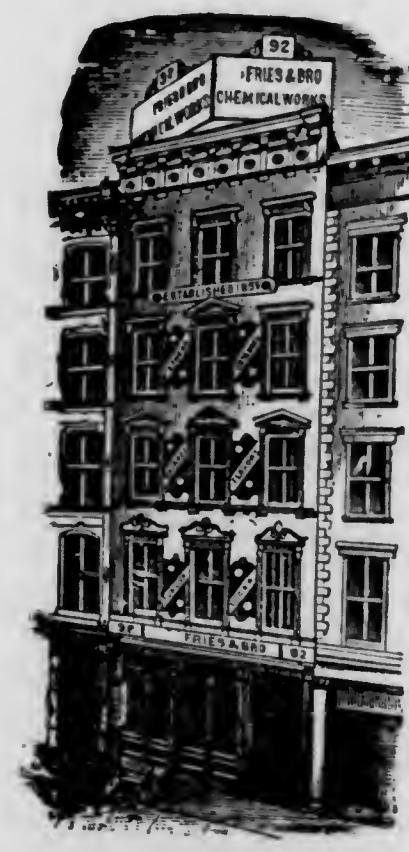
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40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
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Spanish Betuns,
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Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors
Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.



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COUPON CIGAR POCKETS
Afford perfect PROTECTION against
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Indorsed by all Smokers, and are
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IMPORTERS OF **PHILADELPHIA**



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REGISTERED.
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SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
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Filler,
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ESTABLISHED IN 1881
Vol. XXIV., No. 9

PHILADELPHIA, MARCH 2, 1904.

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1904

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March 25,
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April 15,
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615 Market St., Philada.
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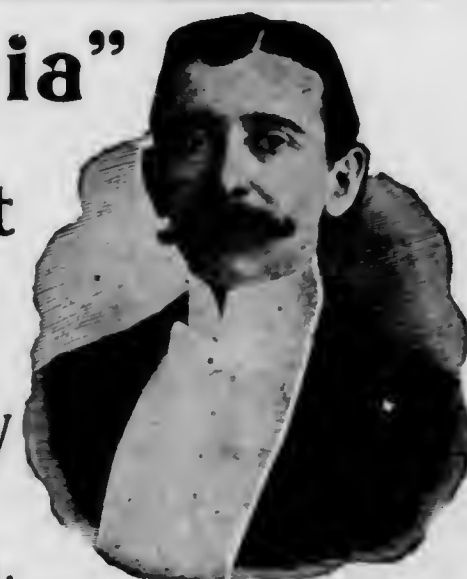


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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
— THE TOBACCO WORLD —

Established 1880.

Established 1881

Incorporated 1902



Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia

JAV V. KROUT, H. C. McMANUS,
Pres't and Gen'l Manager. Sect'y and Treas.

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Register Your Trade-Marks
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Where they Will be Seen by the Entire Trade.

The fee for registering is \$1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Domestic Filler; Havana Wrapper.

WHAT next! Now we have, instead of Havana filler and domestic wrapper, cigars of domestic filler and Havana wrapper.

Wrappers used in such cigars are neither Vuelta Abajo nor Partido. They are Remedios tobacco, and are imported as fillers and at filler duty, paying the Government 28 cents a pound instead of \$1.48 a pound. They cost per pound only about one quarter what Sumatra costs, and consequently there is a profit in using such wrappers in preference to Sumatra wrappers when obtainable. The "burn" is poor and what is recognized as the Havana aroma is lacking; nevertheless cigars made wholly of Remedios are just as truly clear-Havana cigars as cigars made wholly of the best Vuelta Abajo stock.

The sign "A Clear Havana Cigar, 5 Cents" is often seen in front of a cigar store, and the announcement is seldom believed. There is no good reason, however, why the announcement should not be true; for, with factory vegas—lots of tobacco of one variety which have about the right proportions of filler and wrappers to work up into cigars without waste—a good profit can be made on clear Havana cigars to retail at a nickel. But! Such cigars are not as good as many cigars made wholly from domestic tobacco. They are similar to cigars made in Cuba and which are altogether too poor to export.

It is singular, in the retail trade, even among men who have been in the business for years, how little is known about the different kinds of Havana tobacco. There are good and bad men in Philadelphia. There are good and bad tobaccos in Havana. That a man is a Philadelphian is no proof that he is a saint. That tobacco is from Havana is no proof that it is fit for all parts of a cigars. Most dealers who seek to be well posted in regard to their business know that clear Havana cigars can be retailed at five cents at a fair profit; but the use of domestic fillers with Havana wrappers has been only recently begun and the fact is not widely known even in the trade.

Novel Enterprise.

A NOVEL PROPOSITION is that made by the borough authorities of Marietta, Pa., to a firm of cigar manufacturers having a factory there. It amounts to offering to pay the firm fifty cents a week for every employee kept at work. Such is not the exact offer, but if the taxpayers can afford to pay that premium for each of twenty-five employees—twenty-five being the minimum number named in the offer—they presumably can afford to pay at the same rate for fifty or a hundred employees.

Rivalry among cities, towns and boroughs for industrial enterprises has been in progress many years. Boards of Trade of many large municipalities have published and circulated elaborately illustrated books telling of educational, social and healthful advantages offered by their communities, thousands of towns have offered freedom from taxation and hundreds have offered free factory sites in addition, and now comes an enterprising borough with a definite cash premium offer.

As already stated, this cash premium offer has a large element of novelty, but that it is bad business policy certainly should not be asserted without due consideration. Marietta is not a large place, and twenty-five families more or less in its population doubtless make considerable difference in its prosperity; but what is true there in this respect probably holds true in many larger communities.

Whether the example of Marietta will be followed elsewhere is doubtful, and for a very good reason, independent of the interests of any local board of city, town or borough government. The difficulty in making such an arrangement permanent would be in securing the aid and the approval of the workmen themselves. The very fact of such an arrangement would serve to encourage a strike. In dull times, when the workmen had

good reason to believe that, except for the premium, a factory would be closed, there would be little danger of a strike; but let business be booming, and how long would it be before the workmen demanded that the town's bounty be added to their pay?

Apparently in view of this contingency, the Marietta authorities have offered an additional premium of \$1.50 if twenty-five employees are given steady work for a year. The offer is probably a generous one, in view of their resources, but it amounts to only about two cents per employee per day, which certainly isn't sufficient to be an inducement to keep unneeded men at work. The law of supply and demand must regulate all such matters, and cannot be interfered with by local enterprise, no matter how well intended.

Charity Begins at Home.

THOUSANDS cigarmakers suffering misery through decadence tobacco industry appeal to Congress of the United States for help and protection.

So concludes a telegram signed by the presidents of seven cigarmakers' guilds and sent from Manila to Secretary of War Taft. The telegram also "earnestly asks the influential aid" of Secretary Taft, "in urging legislation at this session of Congress for free entry into the United States of Philippine manufactured tobacco."

The reply of the Secretary was: "Will do everything possible for such legislation this session. If not successful shall continue efforts. The justice of our cause will triumph in the end."

Mr. Taft evidently has long since made himself thoroughly familiar with all questions involved in the matter of granting the desire of the Filipinos, or has jumped at a conclusion with practically no investigation in regard to what conflicting interests therein may be. The latter, probably, is the correct surmise; and consequently the former Governor of the Philippines certainly appears to be better fitted to deal with matters of government and control by force than with matters of mercantile and industrial welfare.

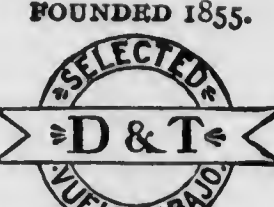
With the unemployed Filipino cigarmakers, and with all unemployed and worthy workmen, all people of good instincts and good impulses naturally feel sympathy; but "charity begins at home" and it would be the part of wisdom to inquire whether granting the privileges which the Filipinos seek would be a detriment to those whose forefathers fought for and established the country which freed from the yoke of Spain the island-dwellers far off in the Pacific.


Suppose Manila cigars were admitted to this country free of duty—what would be the result? For every Manila cigar sold, one less cigar of American manufacture would have a market. There would be no interference with the sale of Cuban cigars or of cigars made from Cuban tobacco; for there is about as much in common between diamond-back terrapin and hoe-cake as there is between a Havana and a Manila cigar. There would be practically no interference with

(Continued on page 6)

E. A. CALVES & Co.  HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF


J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

John T. Dohan.  Wm. H. Dohan.
FLOR de DOHAN & TAITT, D&T Importers of Havana and Sumatra
Packers of VUELTA ARriba 107 Arch St. PHILADA.
Leaf Tobacco



Established 1825  LEWIS BREMER'S SONS
IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.

 H. Dolinsky & Son
HAVANA IMPORTERS and PACKERS of SEED LEAF TOBACCO
112 N. Third St. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd. Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

 Young & Newman, Sumatra & Havana  IMPORTERS OF
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

K. STRAUS & CO. IMPORTERS OF
 HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.


BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

 L. KRUPPENBACH
IMPORTED HAVANA
DEALER IN LEAF TOBACCO
1042-44 N. ELEVENTH ST.
PHILADELPHIA.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

Imitating "Sunny Jim."
Has it ever occurred to you, as business men, how much more power you could exert were you to follow more closely the example of some odd but sensible people? When you realize the power of a smile, you soon find that there is money behind it. Not the "Namby Pamby" smile that "never comes off," but one of the genuine, whole-souled kind. Do not take a "smile" to make you smile, but cultivate a warm heart and kindly spirit that makes it easy to smile. There is more than money in it when we practice smiling at home, for smiles in our homes bring peace, joy, happiness. This cannot be bought, no matter how much money you make smiling in your business.

The power that causes the smile is the power of thought, and when you smile you arouse the thoughts in others that cause them to smile. Such thoughts are good, and they belong to the family that are inclined to make those who entertain them do many kind and generous acts, and they cause us to express ourselves in such a manner that those with whom we deal are at once controlled by the same power, and feel that they want to do something for us. But, if we allow unpleasant and uncomfortable thoughts to control us, those for whom we entertain such thoughts catch them and are seized with the same feeling of dislike for us, and will do nothing for us.

We should study this important question if we would succeed. Our success depends largely on the genuineness and frequency of our smiles. A hasty temper has been the ruin of many a business man, and it is difficult to determine how much money we have lost in our several businesses because of this fault. Do not let any sourness get into your "ads." Make them smile, even if you must imitate "Sunny Jim." It is a delight to purchase goods from a pleasant and smiling proprietor or clerk. Even a smiling porter helps the chilly atmosphere of some stores, draws trade, and eventually raises himself to a better position.

None of us can afford to be independent, stubborn, or quick-tempered. It is always to our advantage to cultivate a gentle and kind disposition, and to be pleasant at all times. This makes life so much easier and its burdens less heavy. But while we are smiling, we must not forget that there are the stern realities of life, the problems to meet, that need our

profound and serious consideration. A man can, with propriety, meet his customer with a smile, and then retire to his office to study out, with knotted brow and serious mien, the problems that confront him in his private business, or the troubles that threaten most of the merchants in his line.—T. Frank Ireland.

Penny Guessing Contest.
Good, clean "schemes" have an advertising value that cannot be disputed. They appeal to almost everyone, and reach a great many people who are not newspaper readers and who could be reached in no other way. The few people who are not interested in schemes, at least do not object to them. The reason the "scheme" succeeds is because it appeals to the universal desire to get something for nothing. That is a trait common to all mankind, and so long as merchants continue to give prizes and premiums they will continue to draw trade in that way.

A good guessing scheme was conducted by Ray P. Schultz, manager of the Geo. A. Martin store at Earlham, Iowa. Twenty-five silver dollars were offered to the person or persons who guessed nearest the number of pennies that were displayed in a tray in a show window. Mr. Schultz explains the details of his scheme as follows:

"Our penny guessing contest was a grand success. I first bought \$35 worth of pennies and had the cashier withhold a certain number of them, the number withheld being unknown to himself and myself. The balance were piled on a tray and placed in the window. I also had the prize of \$25 in the same window. For every \$1 purchase the customer was entitled to one guess; with a \$10 purchase ten guesses were allowed, and so on. The name and guesses of each customer were written on a separate ticket and put in a sealed box which was not opened until December 25. On that day the cashier and myself counted the pennies in the store before all the people so that everyone would be satisfied as to the fairness of the count. The prize of \$25 was to be given to the person or persons guessing nearest to the correct number, and in my contest the number was 3,300 even, and five people got the prize, which made \$5 each."

Why Is It?
Some stores have an air of business success, while others look as though the enterprise of the employees was only a matter of guesswork. There must be a way to make a business place look attractive. And there must be a way to

take away that careworn look from the stock and general store effect. How is this to be done? Some merchants frankly say they don't know. Others try to overcome it but fail in their undertaking, usually because they did not have the right plan for their work. Every store could be made more attractive than it is, but some stores are so attractive now they need not seek to be more so. Keep after the little points that will add to the attractiveness and make the place one of great pleasure to the people who come there to trade. That is what is wanted.

Phrases For Show Cards.
Full of goodness.
Up to your ideas.
No time like now.
No doubt of these.
Better than any yet.
Right in every point.
You're welcome here.
Never saw their equal.
The never forget kind.
We never sold a better.
We want your opinion.
Something for everyone.
Things that will suit you.
Cost and worth combined.
Isn't it just what you want?
We knew they'd be popular.
Few are sold that equal these.
Did you know they are the best?
Come in and we'll convince you.
Every dollar makes itself felt here.
The influence of business buying.

Cigar Limericks.
The London Tobacco Journal is giving a guinea's worth of goods each week to the writer of the best Limerick verse. The one last announced as a winner was:
There was a young maid of Tralee
Who imagined a man she would be,
So she smoked a cigar
That belonged to papa,
And the verdict was "Felo de se."
Another was:
There was a young man named Cloke
Who's ambition it was to smoke.
He tried an Havana
And we thought, by his manner,
That he was going to croak.

To Stimulate Trade.
Palmer & Sebern, of Vinton, Iowa, used a scheme to stimulate trade from which excellent results were obtained. Every purchaser was given a numbered coupon ticket. The coupon was torn off and deposited in a box while the ticket was retained by the customer. Every Saturday night a committee would draw one coupon from the box and the holder of the ticket bearing the corresponding number was given \$5 in gold.

Successful Guessing Contest.
Anthony Kehl, of Connersville, Ind., recently used a good plan to get people to visit his store. He says it was a great success and tells about it as follows:
"Prominently in one of my windows, I displayed a small, gold plated, twenty-four hour clock; above it, an attractive show-card stated that the clock would be wound at 9 o'clock on a certain morning and the person guessing nearest to the number of minutes it would run would receive \$5 in gold. The second nearest would receive the clock.
"In our store we had a large box on the order of a ballot box and all wishing to guess were furnished with a blank card on which they wrote their name and address and guess, and deposited the ticket in the box. No one was allowed to have more than one guess and every one was given to understand that if their name appeared on more than one ticket, all tickets with that name on them would be thrown out.
"The total amount that we spent on this scheme, including the cost of prizes and advertising, was about \$25, and I will say that it is a scheme that will certainly draw a crowd and cause lots of fun and talk."

The Joy of Work.
An enthusiastic business man might make it a hobby to be energetic. He naturally wants to get all he can in the way of work into the few hours of each day allotted to him. He wants people to get the greatest amount of satisfaction out of trading at his store, and he knows that the goods and prices are such as will make friends for the establishment. Making the store a popular place in his one desire, and his satisfaction comes in seeing his plans develop to an extent that will prove the wisdom of what he has done. Keeping the place full of attractive goods and making it appeal to his customers and others gives to his store the standing that is the reward of his labor. Each business man knows that a certain amount of wise effort will gain a certain amount of real business. Each merchant knows that with pushing to the limit he will get people to his store if he pushes wisely. All labor has its result, and all business effort must bring some satisfaction or it is wasted. Some merchants get their satisfaction from their work merely, but the wise merchant insists on having other results from his work. A tired hand or brain is not the reward of the business but the peace of knowing that his weariness has come from having done honest work to make an honest business pay an honest profit.



CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—it's merit's understood.

BIG DAN

Smoking and Chewing TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by
PENNSYLVANIA TOBACCO WORKS, Incorporated,
Factory No. 7, 1st Dist. Pa. **READING, PA.** Established 1902.

CHARITY BEGINS AT HOME.

(Continued from page 3)

standard five-cent goods for Manila tobacco is admittedly inferior to Porto Rico tobacco and Porto Rico cigars have never been able to compete with ordinarily good nickel American goods. What would be injured, if any goods would have their sales seriously lessened by duty free Manila cigars, would be the sales of cigars popularly known as "two-fers," in other words—cigars going to the retailer at from \$10 to \$18 per thousand. In the Ninth Pennsylvania internal revenue district there is a large output of goods of this class, and it is safe to assert that before the Filipinos have their appeal granted the interests of that section will be given due consideration.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending February 27, 1904.

Hamburg.—American Tobacco Co., 1,141 bales tobacco.
Ponce.—L. Daussa & Co., 7 cs. cigars.
Arecibo.—23 bales tobacco cuttings, 20 cases cigars.
San Juan.—G. W. Sheldon & Co., 13 cases cigars; M. Rucabado, 13 do.; R. Fabien & Co., 15 do.; Durlach Bros., 9 do.; Rasquelles, Manriques & Co., 4 do.; Cadiz Cigar Co., 3 boxes cigars; Cuban & Pan-American Express Co., 1 package cigars, 1 trunk do.; Rojas, Perez & Co., 4 cases cigars; American Cigar Co., 500

bales tobacco; American Tobacco Co., 105 cases cigars.
Genoa.—W. A. Brown & Co., 10 cases tobacco.
Bremen.—Otto Malchow, 2 bbls. tobacco.
Cienfuegos.—I. Kaffenburgh & Sons, 21 bbls. tobacco.
Veracruz.—James E. Ward & Co., 7 cases cigars, 2 bbls. leaf tobacco.
Havana.—W. R. Grace & Co., 9 cases cigarettes.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Jan. 26.
(249 bales, 1 case.)

L. Schmid & Co. 130 bales
A. Blumlein & Co. 33 "
A. Cohen & Co. 26 "
Joseph Hirsh & Son 25 "
H. Duys & Co. 10 "
Pennsylvania R. R. Co. 10 "
F. & E. Cranz 10 "
Herz Bros. 5 "
A. Blumlein & Co. 1 case

HAVANA TOBACCO.

Str. Vigilancia, arrived Feb. 22.
(494 bales.)

L. Friedman & Co. 240 bales
James E. Ward & Co. 127 "
Joseph S. Gans & Co. 50 "
E. Hoffmann & Son 50 "
Order 17 "
I. Bijur & Son 5 "
William Bader 5 "
Str. Mexico, arrived Feb. 24:
(2,275 bales; 87 bbls.)
James E. Ward & Co. 481 bales
Order 460 "
Sartorius & Co. 416 "
G. V. Watson & Co. 145 "
E. Hoffman & Son 118 "
Hinsdale Smith & Co. 112 "
A. Pazos & Co. 86 "
American Cigar Co. 70 "
Lewis Sylvester & Son 55 "

G. Salomon & Bros. 54 bales
Hilson Co. 54 "
E. Pascual & Co. 50 "
Herz Brothers 45 "
S. L. Goldberg & Sons 30 "
I. Bernheim & Son 26 "
I. Bijur & Son 20 "
Sieber Cigar Mfg. Co. 13 "
R. M. Blake & Co. 10 "
H. Cosio 10 "
Stephen G. Ruth 6 "
West Indies Trading Co. 5 "
Selgiz Suarez & Co. 5 "
J. Duncowitz 4 "
E. Regensberg & Sons 30 bbls.
Starlight Brothers 20 "
James E. Ward & Co. 19 "
S. Ruppini 18 "

Str. Monterey, arrived Feb. 28:
(854 bales.)
J. Bernheim & Son 508 bales
James E. Ward & Co. 143 "
Merchants' Dispatch Co. 64 "
L. Friedman & Co. 45 "
S. Auerbach & Co. 30 "
D. Diaz & Co. 30 "
S. Ruppini 24 "
G. Salomon & Bros. 10 "

HAVANA CIGARS.

Str. Vigilancia, arrived Feb. 22:
(7 cases.)

Park & Tilford 4 cases
James E. Ward & Co. 3 "
Str. Mexico, arrived Feb. 24:
(501 cases)
James E. Ward & Co. 364 cases
Havana Tobacco Co. 180 "
Park & Tilford 20 "
G. S. Nicholas 13 "
Waldorf-Astoria Segar Co. 8 "
National Cuba Co. 5 "
Acker, Merrill & Condit 5 "
L. J. Spence 3 "
Calixto Lopez & Co. 2 "
W. R. Grace & Co. 1 case

Str. Monterey, arrived Feb. 28:
(9 cases.)
James E. Ward & Co. 7 cases
B. Wasserman & Co. 2 "

COTTON AND TOBACCO.

Opinions Concerning Existing Conditions in North Carolina.

"In a recent issue of the Raleigh News and Observer," says the Southern Tobacco Journal, "were reports from several of the largest tobacco markets of the state. It is generally a conceded fact, and a fact that is emphasized in the reports sent to the News and Observer, that the next crop will be a short one in acreage. There can be but little doubt that in the bright sections there will not be more than a half crop planted. That is the way it looks now.

"Now what we are especially driving at is that leading papers should try to give facts, and not to dress things up to suit themselves in order to carry a point or clinch an argument. Tobacco is quite different from cotton. Cotton brings so much per pound on the markets. It may be high or it may be low, but it is always so much per pound. Tobacco is so much per pound according to quality and grades. Cotton is about the same as to quality from year to year. Tobacco varies, and is never the same in quality from year to year. Last year's crop of tobacco was the best in all respects

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
—THE TOBACCO WORLD—

that ever grew. This year there is a falling off in quality of from 25 to 35 per cent. In some sections the crop was about half as good. This being the case, how can we consistently compare present or this year's prices with last year, unless we provide for the reduction in quality? If tobacco is averaging 7 cents now it is as good as 10 cents a year ago, if prices are controlled by the quality of the goods. It is not so good for the farmer, because he is not getting as much for his crop.

"At the beginning of the season this tobacco year prices were entirely too low; conditions did not justify such prices, but it is a fact that since Christmas prices have been steadily advanced, until things are beginning to look like old times again. We have said often that prices would continue to advance. If they do not, and in the face of all facts, if tobacco does not sell well next year, then, in the language of our distinguished friend, Colonel Cunningham, the law of supply and demand is a fool."

Dull Times in Lancaster.

Preparing for the St. Louis Fair—Starting a New Business.

Lancaster, March 1, 1904.—The cigar and tobacco trade in this city and county is almost at a standstill it seems. That is, to say, there is just enough doing to keep moving, but no real, live business necessitating the purchase of any considerable amount of supplies of various kinds, raw material, etc. All manufacturers are feeling the dullness, although some little improvement is noted by one of the cigar box manufacturing establishments—the Inland City Cigar Box Company. The long and severely cold spell completely froze up the water supply pipes in this company's factory, and had it not been for timely aid by the Fire Department in loaning the company some hose pipe with which to run water from a water plug in the street, some distance away, the company would have been obliged to draw the fire, as no water could be gotten for the boiler.

All this was happening when some orders were being received for rush work, and, perhaps, marked the beginning of a more active period. The buying of the 1903 crop is continuing in a very moderate way, and is being done for the most part by country packers. Another meeting of the Lancaster County Tobacco Growers' Association was held on Saturday last at G. A. R. Hall. Business in connection with the exhibits at St. Louis was the principal matter taken up. The attendance was very moderate. The L. C. Cigar Company, which has been conducting a cigar factory at 336 and 338 Charlotte street for about a year past has decided to discontinue operations here as soon as the present stock is worked up. Mr. Lichtenstein, who came here from San Francisco, will return to his native city to continue the

business at that place established by his father, who died some time ago.

Beginning with to-day a new wholesale cigar manufacturing firm has commenced business at 32-34 West Chestnut street. The firm includes John A. Kauffman, who has been in the business for some time past, and is now fairly well established. He has been joined by D. J. Simpson, who has been a resident of this city for a number of years, having been formerly employed by one of the largest establishments here. Mr. Simpson, too, is already well and favorably known to the cigar and tobacco trade here. Latterly he has been connected with Swisher Brothers, of Newark, O., as office manager, and he has just resigned his position for the purpose of returning to Lancaster. Before returning, however, he will visit the trade in Northern Ohio and Western Pennsylvania in the interest of the new firm, which will be known as John A. Kauffman & Co.

Julius Marqusee, of New York; L. P. Kinning, of Philadelphia; W. B. Cochran, of Philadelphia, representing Peter, Schmidt & Bergman, lithographing house, New York, and A. Ward Phelps, of the American Label Company, New York, were recent visitors here.

Announcement has just been made of the engagement of Allen C. Fry, son of P. W. Fry, the well-known cigar manufacturer of this city, to Miss Mabel L. Crawford, daughter of Dr. L. T. Crawford, of Tyrone, Pa. Mr. Fry is extremely popular among the younger social element in Lancaster, while his fiancée is one of Tyrone's favorites and a highly accomplished young lady.

Norman Stein, who recently removed to this city from Pittsburgh, went to the Smoky City last week on a few days' business trip.

York County Scandals.

Prosecutions Against Users of Counterfeit Union Labels.

York, Pa., March 1, 1904.

The Tenth division of the Ninth Internal Revenue District of this State, which includes York, Dallastown and Yoe, made a remarkably good record in output during 1903. The facts have just been submitted by Deputy Collector R. C. Liggett, who is in charge of that division. It is shown that during 1903 there were made in this section 133,573,487 cigars, 36,000 cigarettes and 371,623 pounds of tobacco (smoking and chewing). These figures show an increase of 20,000,000 as compared with 1902. Figuring on an average of 18 pounds of tobacco per thousand cigars, it would require 2,490,000 pounds of leaf tobacco to make the goods. The figures also show over \$400,000 revenue to the Government for the cigars manufactured during the year.

I. B. Kuhn, chairman of the Union Label Protective Association, of the Ninth Internal Revenue District of Pennsylvania, last week caused the arrest of H. L. Haines and J. Fred Holtzinger, trading as Haines & Holtzinger, cigar brokers, at Red Lion, and N. G. Meads, cigar manufacturer, also of Red Lion. The accused are charged with knowingly selling or offering for sale

boxes of cigars bearing counterfeits or imitations of labels of the Cigarmakers' International Union of America.

The evidence to be presented against the accused was secured by Detective Charles White, of York, and Mr. Kuhn, the prosecutor. It is stated that it has taken months to get at the facts which are claimed to have been now obtained, and Mr. Kuhn further announces that this is but the entering wedge for the uncovering of one of the biggest scandals that has yet occurred in this district. He intimates that some prominent cigar manufacturers of York County will be ultimately involved. It is unfortunate for the manufacturers of this section to be constantly annoyed by trade scandals of this sort, as it tends to injure all to a greater or less extent, and the more scrupulous manufacturers of Red Lion, at least, are much chagrined that their town should have proven for some time past to have been a rendezvous for such culprits.

Sam P. Kinard, of Craley, this county, has been contemplating moving to York, but has not been able as yet to dispose of his property and store business at Craley as he had hoped, and will

abandon the idea until that shall have been accomplished.

George F. Schnath, representing Schroder & Arguinbau, of New York; H. B. Cochran, with Peter, Schmidt & Bergman, lithographers, New York, and R. R. Uhler, of Lebanon, were in town during the past week.

The Winget Manufacturing Company of this city is now earnestly working up its exhibit spaces for the St. Louis Fair, and report that they are meeting with much success. Several representatives are now in the field.

PAYMENT FOR BOYCOTTING.

Suit Brought to Recover Thirty-Five Thousand Dollars.

Louisville, Ky., Feb. 27.—Counsel for both sides in the \$35,000 damage suit of the Home Tobacco Warehouse Company against the Louisville Warehouse Company and the Louisville Leaf Tobacco Exchange have decided on April 25 for a jury trial of the issues of the case, which were decided by Judge Field's rulings last week. He held that the only question to be settled is the extent of damage inflicted by the defendants in organizing their alleged boycott, which plaintiff claimed prevented most tobacco dealers from bidding on tobacco offered at plaintiff's breaks. Judge Miller decided many points in the warehouse controversy in the injunction suit tried in his Court by the same parties.

JOHN W. MERRIAM & CO.



MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**
Samples and Prices Sent to Responsible People.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

6. 2. VOOBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

L. P. Kimmig & Co.

IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF

Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER & CO. J. PRINCE
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

GUESS-WORK STILL GENERAL IN HAVANA.

Very Little Certainty Concerning the Cuban Crop of 1904.—Conditions Fairly Satisfactory in All Respects and Very Encouraging in Many.

HAVANA, February 22, 1904.

Nothing unusual has occurred during the past eight days in the Havana market. A fairly moderate business has taken place through the buyers for the American market, as well as for the local factories, which continue to select the desirable factory vegas for their present and prospective needs. Europe does not play any role to speak of, as the low grades for the Spanish Regie and Germany have almost entirely disappeared. Prices are unchanged.

As regards the new crop of Vuelta Abajo and Partido, views differ considerably, not as much in respect to the quantity which everybody admits to be considerably in excess of the 1903 crop, but as to the coming quality and amount of serviceable wrappers. The best judges are unwilling to give a positive opinion, preferring to await further developments; still it might be safe to say that a part of the crop will be of a fine texture and unexceptional to the most fastidious smoker, while there will be medium qualities and also some poor tobaccos. What the proportion of these three different growths will be is the riddle to be solved in due course of time. The weather seems rather favorable for beginning an early packing season; however no reliance can be placed upon this abnormal atmospheric condition. A few lots of the very early cut tobaccos may come to market next month while it is more than likely that the escojidas in general will not commence before the month of May.

The crop of Remedios is stated to be small in quantity but with promise of a heavy quality, which may however prevent manufacturers in the North from using it before the fall of 1905. Packing in Santa Clara province is not expected to begin before the month of June. The so-called lighter quality for Germany may be very small indeed; owing to the scarcity of rain the plant is full of sap and did not attain the usual luxuriant growth. Some people believe that prices for all heavy bodied Remedios of the 1901 and 1902 crop are going to rule very high in the North, unless manufacturers will use some of the light 1903

growth for mixing purposes and thus cheapen the cost of their fillers.

Sales were 4,500 bales in all—2,800 Vuelta Abajo, 200 Partido and 1,500 bales of Remedios. The American buyers took 2,250 bales, local factories 1,850 and Europe 400 bales.

BUYERS COME AND GO.

Arrivals: Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., New York and Tampa; Matt W. Berriman, of Berriman Bros., Chicago, New York, Havana; Jose Lovera, of The Jose Lovera Co., Tampa; A. L. Cuesta, of Cuesta Rey & Co., Tampa; E. Regensberg and Mortimer Regensberg, both of E. Regensberg & Sons, New York; Mortimer Falk, of S. Falk & Sons, Key West and New York and John P. Hemmeter, of J. P. Hemmeter Mfg. Co., Detroit, Mich.

Departures: Harry Erlich, for New York; S. J. Janover for New York; M. W. Berriman for New York via Tampa; Jose Lovera for Tampa; Mortimer Falk for Key West; A. Guedalia for New York and Richard Sichel for New York.

CIGAR MANUFACTURING.

Havana cigar manufacturers are doing considerably better than they expected to do at this season of the year, as the orders continue to arrive in good quantities from all importing countries, thus establishing the fact that the smokers must have been well satisfied with the aroma of the 1903 crop. H. Upmann & Co. are as busy as they can be in their factory. Behrens & Co. of Sol fame have very large orders from England and Germany and fair ones from the United States. Rabell, Costa Vales & Co. of the Ramon Allones factory are well satisfied with increasing calls for their cigars. Enrique Dorado & Co. of "El Rico Habano" are noting likewise that their product is more appreciated as time passes by. Remegio Lopez y Hno are going to open a new Vuelta Abajo factory which will commence operations March 1 at Amistad 83 and are bound to compete actively with the other independent manufacturers for a share of the trade. The factory name and principal brand will be "La mas hermosa" or (The Handsomest) while

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



**FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA**

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,

Cable:—ZAIDCO

HABANA, CUBA.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER'S OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

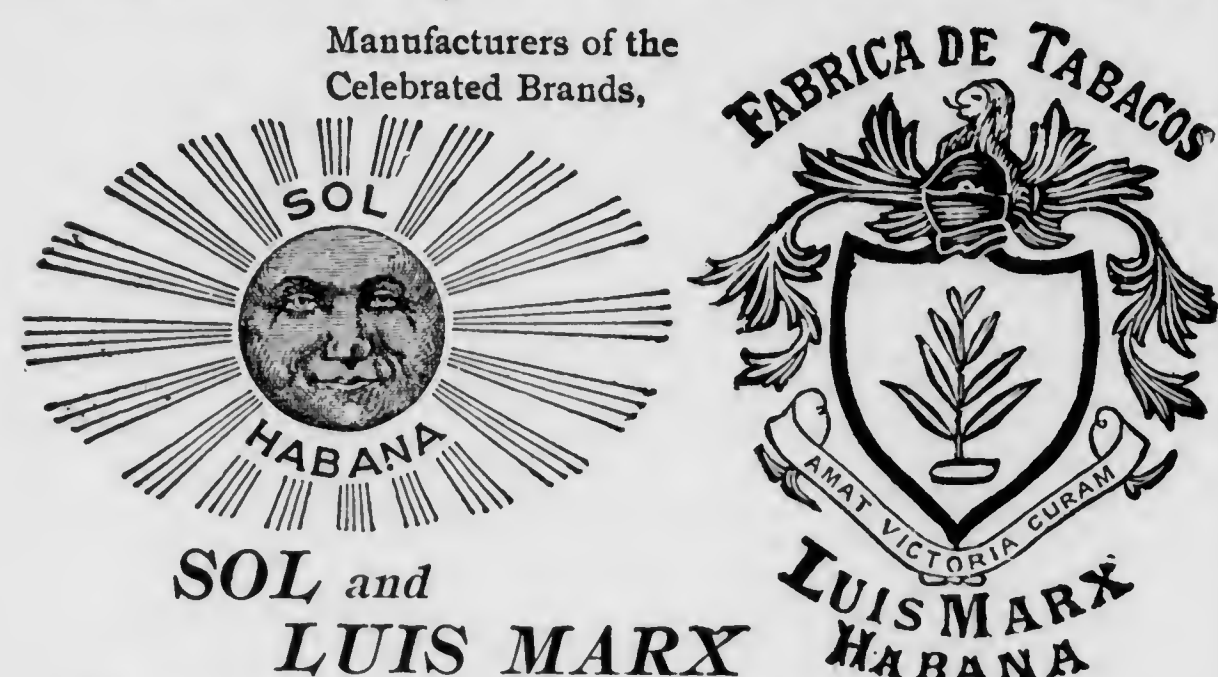
Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

—THE TOBACCO WORLD—

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
P. O. Box 270. Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39-41,
Havana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

the annexed brands bear such titles as
"La Equitativa" "Campos de Oro," etc.
Don Remigio Lopez is an old hand at
cigarmaking and understands his business
thoroughly. He selects the right kind
of leaf, makes true combinations and
employs only the best cigarmakers;
therefore he is bound to be successful in
his new undertaking, particularly as the
number of his friends is legion. Samples
of "Las mas Famosas" shown indicate
that these cigars well deserve the title of
the "Handsome" as to appearance and
quality.

A committee of the League of Inde-
pendent Manufacturers has instructed all
of its members to deliver cigars only to
Commission houses which have signed
the agreement to handle exclusively the
goods of the independent manufacturers.

BUYING, SELLING, ETC.

Sobrinos de A. Gonzalez handled over
55,000 bales during the year 1903. They
shipped 4,030 bales by the Spanish
Steamer Alfonso XII. to the Spanish
Regie last week, and besides they sold
800 bales of Vuelta Abajo and Remedios
to local factories and Northern buyers.

H. Upmann & Co. shipped 360,000
cigars and purchased 250 bales of Re-
medios for their United States friends.

Leonard Friedman & Co. had another
very active week, as they purchased 900
bales of Vuelta Abajo and Remedios.

Rabell Costa & Co. were sellers to the
extent of 400 bales of Vuelta Abajo to
local factories and to United States
buyers.

Sobrinos de V. Diaz disposed of 400
bales of Remedios to the North.

A Pazos & Co. purchased 162 bales of
Vuelta Abajo in the country and turned
over 300 bales of Vuelta Abajo from
their holdings to city and United States
buyers.

Antonio Suarez sold 200 bales of
Vuelta Abajo.

Mark A. Pollack seems to have no
lack of orders as he purchased 200 bales
of Remedios for his customers.

Jose Menendez closed out 200 bales of
Vuelta Abajo to local factories.

Matt W. Berriman did not tarry long,
as he quickly filled his wants for his
Tampa factory.

A. M. Calzado & Co. were sellers to
the extent of 200 bales of Vuelta Abajo.

G. Salomon y Hnos disposed of 150
bales of Vuelta Abajo and Remedios.

Bruno Diaz & Co. turned over 150
bales of Vuelta Abajo to a local factory.

Walter Himml purchased 150 bales of

Remedios for his customers upon a com-
mission basis.

Jorge & P. Castaneda sold 150 bales of
Vuelta Abajo to a local factory.

The Loeb-Nunez Havana Co. closed
only one transaction this week, selling
100 bales of Remedios, but they have
several more deals pending over a trifling
difference in price.

Jose F. Rocha disposed of 100 bales of
Vuelta Abajo.

A. Moeller is stated to have had an
offer of \$5 per bundle for his shade
grown tobacco upon his farms Heria and
Iberia, which he refused as the buyer
only wished to select some 20,000 bundles.
This shows that fine, light colored wrap-
pers this year may not be so abundant
and will command high prices as usual.

Receipts of Tobacco from the Country.

	Week Ending	Since
	Feb. 20.	Jan. 1.
Bales	Bales	Bales
Vuelta Abajo	295	1,608
Semi Vuelta	—	1,608
Partido	604	1,589
Matanzas	6	8
S. Clara & Remedios	25	3,507
Santiago de Cuba	—	242
Total	930	7,112

RED LION CIGAR MEN ENTER BAIL

Hanover, Pa., Feb. 29, 1904

H. L. Haines, J. Fred Holtzinger and
N. G. Meads, all cigar men of Red Lion,
Pa., who were arrested last week, charged
with knowingly selling or offering for
sale boxes of cigars, bearing counterfeit
or imitation labels of the Cigarmakers'
International Union of America, came
before Squire Lilly of this town today, but
waived a hearing and entered bail in the
sum of \$1,000 each for trial at court.

The accused were represented by Attorney
W. L. Ammon of Hanover. Officers of
the Union Label Protective Association,
who were the prosecutors, were repre-
sented by W. C. Sheely of Gettysburg.

The hearing was largely attended by ci-
garmakers of Hanover and McSherry-
town, and by Deputy Revenue Collector
W. S. Schroeder, who seemed deeply
interested in the case, paying particular
attention to the possibility of some in-
formation concerning the substitution of
Factory Numbers. No comment, how-
ever, was made by him.

After some delay, W. H. Thomey, of
Hanover, was qualified and accepted as
bondsman for the three men.

—H. T. Hansen, a tobacco dealer of
Stoughton, Wis., has gone into involun-
tary bankruptcy. The unsecured claims
amount to \$38,000.

CHARLES BLASCO,
COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10,
HAVANA.

UNITED CIGAR Manufacturers
1014-1020 Second Ave., NEW YORK.
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

HENRY RINDSKOPF,

DEALER IN
Sumatra, Havana
and Domestic
LEAF TOBACCO,
30 North Sixth Street,
READING, PA.

Havanola Fillers
(American Havana) are THE FINEST ever offered
Cigar Manufacturers.
You Should Try Them.

A GOOD LINE OF
Imported Havana,
ESPECIALLY SELECTED FOR THIS TRADE.
Come and See It.

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York, Amsterdam, Trieste.

Adolfo Moeller & Co.

*Importers of
Havana Tobacco*

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba.



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Murtas y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

J. SCHOENER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET,
NEW YORK.

**J. BERNHEIM & SON
HAVANA TOBACCO**

138 MAIDEN LANE.

NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Established 1840.

Cable "Nargu."

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

Tobacco

125 Maiden Lane,
NEW YORK.

EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

Telephone, 4027 John.

HAMBURGER, BROS. & CO.

Importers and Packers,

No. 228 Pearl Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA
and Packers of LEAF TOBACCO

197 Water Street, New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

The American Cigar Company has issued its annual report for the year ended December 31, 1903. The net earnings of the year from the operation of business after deducting all charges and expenses for management were \$807,012. There have been no dividends declared or paid and the entire amount of net earnings have been added to the surplus of \$1,495,058 existing on January 1, 1903, making a total surplus on December 31, 1903, of \$2,302,070. There has been no change in either the capital stock or the 4 per cent. gold notes during the year, the total amount now outstanding being \$9,975,000 of capital stock and \$10,000,000 of gold notes.

The American Cigar stockholders have re-elected the directors whose terms expired. William Porter was also elected a director, being a new member of the board.

The stockholders of the Havana Tobacco Company, which is a subsidiary concern of the American Cigar Company, have re-elected the six directors whose term of office expired, for three years. This company acquired control of the Havana Commercial Company about two years ago. It was officially stated that no financial statement would be given out at this time.

Here is an English protest against the bad condition of New York streets. It comes from A. D. Elliott, a representative of W. D. & H. O. Wills, the well known English tobacco manufacturers, who is here on a business trip, and is at the Grand Union.

"I have been in New York just a week," said Mr. Elliott, "and were I compelled to live in the bally place for another like period of time, I believe I should go crazy. Your beastly filthy streets are the cause of my anguish. My line of business has taken me at one time or another all over Europe, and a good part of the Far East as well, but I can't recall ever seeing in any of the places I have been in such unclean streets as I have witnessed in New York City. One can't take a walk on Broadway, for instance, if the day happens to be a little windy without getting one's starch soiled and half blinded with the dust and refuse. Repeatedly pieces of newspaper have blown on to my face when walking on your principal business thoroughfare. Yesterday morning a piece of greasy paper, which had

evidently been wrapped round somebody's lunch, as it was thickly besmeared with butter, blew right at me. I've got the taste of that butter in my mouth yet. "Your people too, are not polite. I have been very forcibly made aware of that on one or two occasions on going out about eight o'clock in the morning. Then is the time that shopkeepers saloon-keepers, and the male and female domestics of private residences and boarding houses seem to simultaneously form themselves into a broom brigade and begin switching the dust in clouds from their house fronts into the faces of the passers by. I tell you, the first time I was caught in one of these early morning dust clouds it seemed to me like a sand storm on the Sahara desert. A London fog is like a ray of liquid sunshine in comparison."

"I can't understand why your health authorities permit such a state of things. If any person in London were found sweeping the dust from his front door on to the public thoroughfare, beating his door mat, or allowing his garbage can to remain on the sidewalk for the first short-sighted pedestrian to break his neck over he would have the police swoop down upon him like a hawk."

R. Fernandez has severed his connection with M. Fernandez & Bros., of Jacksonville, Fla., and has begun the manufacture of clear Havana goods in this city, at 212 Pearl street.

About May 1 the United Cigar Stores Co. will open a store at Wall street and Broadway. That company now has no store farther downtown than Cortlandt street.

R. H. Wright, of New York, one of the stockholders of the Gorman-Wright Tobacco Co., of Richmond, has asked the United States Circuit Court for appointment of a receiver, alleging mismanagement of various kinds during his prolonged absence abroad.

A new branch of the United Cigar Stores Co. has been opened at 1474 Broadway.

Elias Morris, Ray Morris and Solomon Friendenberg are directors of the newly incorporated Morris Cigar Co., which has a capital stock of \$10,000.

The factory of the Waldorf-Astoria Sagar Company and its sixty employees have been unionized. This is the result

of a strike and three weeks' negotiation with the manager of the company. This adds another "clear Havana" shop to the growing union list in New York.

An agent of the Retail Cigar and Tobacco Dealers' Association has gone to Boston to aid the Boston Association in establishing a distribution agency similar to that in this city.

A meeting of the creditors of the Max Schitz Company, cigar manufacturers at 327 East Sixty-third street, was held Tuesday at the office of N. S. Smith, referee in bankruptcy, at 68 William street, and Edward S. Thomas was elected trustee, his bond being fixed at \$20,000. The liabilities are \$280,941 and assets \$29,490.

The Continental Tobacco Co. has declared the regular quarterly dividend of 1 1/4 per cent. on its preferred stock and a dividend of 4 per cent. on its common stock. This is the same rate that has been paid on the latter issue for several periods. The Continental Tobacco Co. preferred dividend is payable April 1. Books close March 19 and reopen April 2. The common stock dividend is payable April 1 to stock of record March 31.

In an obituary sketch of the late Wilson D. Asten, who died in Melbourne, the Australian Tobacco Journal includes the following:

"Mr. Asten was born in New York, in 1863, and was consequently but 41 years of age at his death. His father, Mr. Thomas Asten, was at one time Commissioner of Taxes in New York City. The son was educated in New York, and having a distaste for university life decided to commence his commercial career early. He entered the service of a firm of auctioneers in New York on leaving school. Soon after, when he reached the age of 18, he obtained a position with Messrs. Goodwin & Co., manufacturers of "Old Judge" cigarettes. A short while later, he went to London to join his brother, Thomas Asten, who was then representing Goodwin & Co. in England. After twelve months in London he returned to New York, and was soon sent to the East to represent the firm. He traveled through India, China, Japan, and the Straits Settlements, and was deputed to go to Australia in 1885, being then only 23 years of age, and ap-

point local agents to take up the sale of the firm's goods. During the ensuing five years he made several trips to and fro, and upon the formation of the American Tobacco Co., in 1890, absorbing the firm of Goodwin & Co., Mr. Asten was given sole charge of the business of the company in Australia and New Zealand. In 1894 the Australian branches were formed into separate companies, as the American Tobacco Co. of Victoria, New South Wales, etc., and Mr. Asten was appointed managing director of each company to represent the interests of the American Tobacco Co. When the branches again became one company, in 1902, upon the establishment of the Commonwealth tariff, Mr. Asten remained the managing director of the whole, and this position he retained to the time of his death."

Miss Belle Hervey Harper, who was recently a member of the Bostonians, was married Saturday to Colonel Joseph B. Hughes, a retired capitalist and widely known as the organizer of the Tobacco Trust. The wedding, which took place in the Holland House, came as a surprise to the friends of the bride and bridegroom, as no previous announcement had been made.

Colonel Hughes is said to have made a division of his estate, settling one half, amounting to about \$500,000, on his son, and the other half upon his bride.

Only a few intimate friends were present at the marriage ceremony, which was performed by the Rev. Edwin Abbey. Among them were Mrs. Charles Hathaway, a cousin of the bride; Mrs. Stewart Hathaway, Mrs. Edwin Abbey, Colonel Reynolds, Miss Reynolds, David B. Henderson, former Speaker of the House of Representatives, and Mrs. Henderson, Mr. and Mrs. Robert McKinney and Mr. and Mrs. Monty Ward.

Miss Harper has been a favorite on the stage for several years, although she is now only about twenty-three years old. It was while she was studying music in Paris that she first met Colonel Hughes. She was a member of Augustin Daly's company, at Daly's Theatre, but afterward went to Paris, where she studied for two years. On her return to this country Miss Harper joined the Bostonians.

During Cleveland's administration Col. Hughes was appointed Consul at Birmingham, England. He afterward went to London, where he engaged in business as a broker for five years. He owns a handsome country home at Seabright, known at Shrewsbury Park. Colonel and Mrs. Hughes left Saturday for a trip of several weeks to Florida and Cuba.

A LIST OF THE JOBGING HOUSES

OF THE
United States,

INCLUDING

Wholesale Cigar and Tobacco Dealers,
Wholesale Grocers, Wholesale Druggists,
Wholesale Liquor Dealers,
and Wholesale Confectioners,

Is Given in Our

TOBACCO TRADE DIRECTORY

AND

READY REFERENCE,

Besides the Names of the Buyers of the Cigar and
Tobacco Departments of the Principal
Wholesale Houses.

Every Manufacturer Needs It,
and the *PRICE* is only *ONE DOLLAR---Delivered.*

The Jobbers Want It,

*Because it is the only book in existence giving Factory Numbers of
All Factories in Pennsylvania.*

PUBLISHED ONLY BY

Tobacco World Publishing Company,
224 Arch St., Philadelphia.

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SEND FOR IT NOW.



CONVENTION OF RETAILERS.

Only nine members of the Retail Cigar and Tobacco Dealers' Association of Philadelphia responded to the call for a meeting of that organization at 1414 Arch street Thursday evening. This was a fairly good attendance, in view of the fact that only about twenty members had paid up their dues sufficiently recently to be in good standing. Nevertheless, it was not a quorum, and consequently no business could be transacted by the association as a whole. As a quorum of the Board of Directors was present, however, a meeting of that body was held after the early part of the evening had been made pleasant by five young men, George Hasson, John Daugherty, Frank Brown, John Smith and Joseph Powell, members of the Enigma Club of Darby, a musical organization, to whom a vote of thanks was passed.

At the Directors' meeting the Treasurer, R. H. Boch, proposed an amendment to the constitution so that all restrictions to membership should be removed, except that members be required to be connected with the cigar and tobacco business or allied interests. He explained that his object was to make the association a social organization, and he believed that if everybody connected with the cigar and tobacco business, even if in the employ of the great corporations, was eligible to membership, much more interest would be shown.

J. Harvey McHenry was opposed to this plan, although, he stated, he almost invariably approved of whatever Mr. Boch suggested. F. B. Robertson also expressed opposition, and said: "I am, and always have been, a thoroughbred, simon-pure, anti trust man. Before we open our doors to the people we were organized to fight, let us tonight bury this association and let its obituary be written. If we should do as proposed, we would have all kinds of enemies in camp, and this association would be the laughing-stock of the North, East, South and West."

Mr. Boch replied that he had had many dealings with men who represented the Trust, and that they were not bad men at all. Turning to him, Mr. Robertson asked, "Has there any offer been made to you by the Trust magnates to open the doors of this association to them and

give them control of this association?" "If this is done," added Mr. Robertson, "I'll start a new association tomorrow!" The proposal to change the constitution so that membership shall not be restricted to independents was voted down, and then President Tuck raised the question whether another attempt to hold an association meeting should be made, or whether the association should be voted out of existence.

As the result of a discussion of some length, in which remission of back dues, resistance to cutting of prices, introduction of a life-insurance feature and holding of a fair or other money-making gathering were proposed, a decision was reached in favor of calling a convention of all the cigar and tobacco dealers in the city, to secure a reorganization of the present association or to form a new organization. Mr. Robertson, with whom the suggestion originated, Mr. Boch and Mr. McHenry were made members of a committee to recommend features and date for a convention and report to the Board of Directors. The plan, which was informally given approval, is to have the convention held within a month, to have a morning session an afternoon session and an evening session so that all interested may conveniently attend one or more, and to provide refreshments.

COUNTERFEIT LABELS.

In a letter to The Tobacco World Jac. De Bruyn, secretary of the Blue Label League of Pennsylvania, says:

"We will leave nothing undone in the matter of prosecuting counterfeiters of our label or persons who are knowingly selling cigars with the same. There are a number of such persons in Philadelphia, and it is our intention to put a stop to the nefarious business. The advertising of our label costs the organized cigar makers of the country considerable money, and we cannot afford to have our honest and lawful endeavors encroached upon."

OLD PLANT IN NEW HANDS.

Cigar manufacturing in the Manuel J. Portuondo factory, at 514 Pine street, suspended when the pending bankruptcy proceedings were begun, was resumed on February 24 by E. M. Schwarz & Co. of New York, who have leased the premises for five years and have bought all the plant and fixtures complete. The superintendent is Benj. Burman, for the

past three years with M. D. Neumann & Co. John H. Woolson, formerly book-keeper for the Portuondo Co., is retained as office manager. Mr. Burman has placed thirty five hands at work already, and the product is now about 100,000 cigars a week. The force will be increased at short intervals and until the entire capacity of the plant is utilized.

IN A LOBSTER PALACE.

The following is from Tuesday's North American:

Biff! The ominous sound rang through the brilliantly lighted palm room of a Chestnut street lobster palace.

It was Saturday night. Brave men, with their week's wages in their pockets, and fair women were there.

Biff!

Again that sound!

Cheeks paled and pulses quickened.

"I'll teach you to insult a lady. Take that!"

Biff!

Godfrey S. Mahn, the cigar manufacturer, reeled as though he had been shot.

The scene changed.

Godfrey Mahn stood before the bar.

Biff!

The sound, and what went with it, still pursued him.

Again the scene changed.

Godfrey Mahn was on the sidewalk.

Biff!

Biff!

Biff!

Three times.

They carried Godfrey Mahn away.

Mr. Mahn's friend said yesterday that he was the victim of a mistake, as well as of the biffs.

If the proprietor of the restaurant is correct, all of the trouble occurred on the sidewalk.

If witnesses to the affair remember aright, it happened this way:

Mr. Mahn had given the escort of a Virginian's wife reason to believe that he had provoked for smiting Mr. Mahn.

The Virginian had left his wife and the other man, who is a Philadelphian, alone for a few minutes.

When the Virginian came back, the story goes, and heard what had occurred he followed Mr. Mahn to the bar and biffed him some more.

The restaurant man said that all the principals in the fracas had been ejected from the place.

According to Mr. Mahn's nephew and manager, "Mr. Mahn was in a cafe when a man came up to him and without any cause made a disagreeable remark. Mr.

Mahn seized the man by the collar and tore away the collar and necktie and the affair quieted down. Later, when Mr. Mahn had his back turned, his opponent came up behind and hit him a blow that badly blackened one eye, whereupon Mr. Mahn went after his foe and just left a few pieces of him."

MOSTLY PERSONAL.

John H. Boltz and family are in Havana.

Prince Brothers are to open a cigar store at 3 South Seventh street.

There are eighteen bidders for the cigar-store privilege in the new Land-Title Building.

Henry Krauss, of Krauss & Co., Baltimore cigar manufacturers, was in this city this week.

The junior member of the firm of Jeitles & Blumenthal was detained from business last week by illness.

L. R. Eisenbrand, traveler for L. Bamberger & Co., has just returned from an extended trip in the west.

John Madison, who travels for Tuijillo & Co., is back in Philadelphia, his home, after a two months' trip in the Northwest.

A shoe shine given free with every quarter's worth of cigars is announced on sign at Moore's Market Street cigar store.

On his annual business trip, Mr. Diaz, of Guerra, Diaz & Co., who has charge of the firm's factory in Tampa, is now in Philadelphia.

H. C. Nolan is the manufacturer of the "Generaldad," a cigar now jobbed by the Retail Cigar and Tobacco Dealers' Association of New York.

Lawrence McAlpin, who lives with his daughter, M. S. Charles E. Fisher, at 2431 North Tenth street, still finds much comfort in his pipe, although he entered on his 102d year Monday.

One of the largest transactions in the local leaf market this week was the sale of a 100 case lot of Zimmer Spanish of 1901 by Dotts & Keely, who often are found to be in possession of desirable goods of which there is a shortage in the general market.

According to "Tobacco," Michael J. Dalton, who is now in Cuba, has an "odd fancy." "He goes," says "Tobacco" "to Havana once or twice a year, but he is extremely averse to anything, being said about such a trip until after he has

If you want a **LEADER**

in Union-Made Cigars,
WRITE TO

C. Ruppini, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

reached his destination. He says he has never set his heart on going away and had the fact published beforehand that he was not disappointed."

The long expected imported cigar at ten cents has put in its appearance in Philadelphia as well as New York. In New York such a cigar is used in an elaborate window display in the Flatiron building. In Philadelphia the pioneers are Boch & Co. in the North American Building.

Fred A. Hipple, of Hipple Brothers, is up the State this week, taking care of the many satisfied customers of his concern. Charles M. Hipple, although suffering with an aggravated attack of sore throat, has stuck to his post of duty in charge of the firm's office and warehouse. Among recent receipts by Hipple Bros. was a particularly fine lot of Connecticut seconds.

STAR STOGIES.

In shape Star stogies are like all other stogies. In other respects they are entirely different. As the advertisement, on another page of The Tobacco World, states: "They are filled with long leaves of selected tobacco, reaching from end to end, and smoke 'easy as breathing.'" A long slim roll of tobacco suits very many men, men who like to have as many minutes as possible pass between the lighting of one end and the throwing away of the stump, and who prefer a moderate amount of smoke to a large volume of smoke with each puff. This class of smokers will be interested in Star stogies, made by the American Stogie Company of Pittsburgh. Retailers who have a class of patrons of fastidious tastes but unwilling to pay more than a very moderate price should bring about an introduction of these stogies to such smokers. Five for ten cents is a low price, but when a business is as thoroughly systematized as is that of the American Stogie Company a high class of leaf can be used without any actual necessity for a higher price. As a com-

promise between a cigar and a cigarette, there is nothing to take the place of a stogie.

DEATH OF OSCAR G. BOEHM.

Just as this edition of The Tobacco World goes to press—two days later than usual, owing to an accident in the mechanical department—announcement is made of the death of Oscar G. Boehm, of the firm of Bremer Brothers & Boehm, leaf dealers on North Third street, Philadelphia. Mr. Boehm had been ill only four or five days. His death occurred early this morning, March 4, at his home in Camden. A meeting of the Philadelphia Leaf Tobacco Board of Trade, to take action on the death of Mr. Boehm, was called as soon as the fact of his death was made known to the officers of that organization.

PHILADELPHIA LEAF MARKET

Business is improving, although not as rapidly as could be wished. The conditions certainly are better than were those of a week ago, and bid fair to continue to grow better.

EXPORTS:

Liverpool—32 bbls tobacco.
San Andreas—40 caddies tobacco; 54 bales leaf tobacco.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kel e Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline and Water Motors, New and Second-hand Cigar Machinery of every description. Thousands of second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-11

CIGAR MANUFACTURER having large factory and ample facilities, will make up special or private brands for jobbers or other manufacturers desiring some goods made up at very reasonable figures. Address MANUFACTURER, Box 147, care of The Tobacco World. 3-2-11

FOR SALE.—Manufacturer will sacrifice for Cash 15,000 Cigars, Long Havana Filler, Genuine Sumatra Wrapper Good brands. For particulars, Address P. O. Box, 432, Reading, Pa. 3-2-11

FOR SALE.—One Thousand Blocks Cigar Molds, 35025. Apply to 2-17-4 P. O. Box 49, Hanover, Pa.

TOBACCO AT ST. LOUIS.

Difficulties Over Proposed Exhibit Discussed—Remedies Proposed.

The Louisiana Purchase Exposition Commission has secured for decorative purposes from manufacturers of several States a lot of tobacco, the same to be contributed by the manufacturers for this purpose, and it is desired to use this tobacco without the payment of tax as the same is not to be sold.

The Commissioner suggests that, if it is desired to show at the Exposition the process of manufacturing tobacco, the Commission endeavor to obtain a certain space or territory within the Exposition grounds which they can bond as a factory, keep the necessary books and make the proper reports required by law, thereby giving them all the opportunities for displaying the material in its finished condition as well as in the different processes necessary to reach the manufactured state. Under conditions of this kind all existing law and regulations governing the manufacture of tobacco could be applied to this temporary factory.

Another plan would be for the Commission to restrict its exhibit only to such tobacco products as are put up at factories in statutory packages properly stamped, branded and labeled. The law and regulations at present provide for such variety in the size and style of packages as would permit an elaborate display, and the stamps, brands and labels would not only add to the attractiveness of the package, but would illustrate to the public the requirements of the government to which manufacturers must conform in placing their goods on the market. Of course, at the close of the Exposition, or at any time, the management could sell or dispose of such an exhibit without restriction.

The plan suggested by the Commission to have the tobacco shipped in bond and afterwards have the same either destroyed or returned to the manufacturers, the Commissioner holds to be impracticable in view of the restrictions imposed by law.

WARFARE IN GERMANY

A decision has just been rendered at Berlin in a case in which the George A. Jasmatzi Co. of Dresden, cigarette manufacturers, sued Joseph Schlossmacher, for injury to the business of the Jasmatzi Company in conducting a crusade against

the company. The decision was to the effect that such warfare is a violation of law, and a fine of 5,000 marks (\$1,190) was assessed, with provision for an increase of the fine on proof of the repetition of the offense.

GENERAL NOTES.

A loss of \$50,000 resulted from a fire in the wholesale cigar store of Hugo Steinmueller & Co. in St. Paul Feb. 23.

Forty-three men using the words "we, the cigar and tobacco dealers of Chicago" have voted that the anti-trust stamp must appear on all independent goods.

Organizer George J. Thompson, of the Cigarmakers' Union, located in Chicago last week 90,000 cigars that were packed in boxes bearing counterfeit union labels. They were found in the store of G. Goldsmith at 50 River street.

At a special meeting of Tobacco Workers' Union, No. 18, of Milwaukee, the firm of B. Leidersdorf & Co. was declared to be a member of the American Tobacco Company, and the use of the union label of the International Tobacco Workers' Union was denied the company.

Jacob Lambert, a St. Louis cigar manufacturer, has filed suit for \$5,000 damages against the Judge & Dolph Drug Co. of the same city. He claims that the defendant has been substituting an inferior grade of cigars in boxes bearing the trademark of the "Flor de Lambert."

The National Tobacco Stemming Machine Company, of Chicago, capitalized at \$1,000,000, will spend \$100,000 in Louisville to erect a stemming plant with a capacity of twenty-five hogsheds of leaf a day. The object of the company in locating in Louisville is not only to transact a tobacco business of its own, but to sell the stemming machines to all persons needing them.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.

PACKERS
AND
DEALERS IN **Leaf Tobaccos**

145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.



W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO

138 North Market St.

LANCASTER, PA.

United
Phones

CHAS. TOLE & CO.

Packers
of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

Truman D. Shertzer,

Packer of
and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street,
CONSOLIDATED PHONE LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,

Labels, Edgings and Ribbons,

Cigar Manufacturers' Supplies—all kinds.

Daily Capacity, Five Thousand Boxes

J. FRANK BOWMAN,

Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds
Cigar
Mfrs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

WE CAN
SAVE YOU MONEY

The Sternberg
Mfg Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF
Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

Laws Concerning Tobacco

Interpreting Old Ones and Urging the
Passage of New Ones.

Washington, D. C., Feb. 27.—Representative Gaines, who is making a determined fight for the repeal of the tax on tobacco hand stemmed and twisted by the growers, obtained a hearing before the Ways and Means Committee, when Mr. Yerkes, Commissioner of Internal Revenue, was requested to appear and give his opinion.

Mr. Yerkes said that he saw no reason why relief should not be extended to the tobacco growers of the South by removing the tax of six cents a pound on leaf tobacco when merely stemmed. This would allow the grower to sell his product to a merchant or any one else, although, Mr. Yerkes said, that if tobacco were sold to a manufacturer the tax should be charged.

E. M. Flach, of Hopkinsville, Ky., and ex-Representative Washington, representing the Robinson County, Tenn., Tobacco Growers' Association, told the committee that there was great distress in the "black tobacco belt" of Kentucky, where 140,000,000 pounds of tobacco was produced annually. From 80 to 85 per cent. of this tobacco is exported, it was stated, but there seemed to be a combination among the foreign buyers, which kept the price very low. If the Internal Revenue tax were removed a domestic market for this tobacco would be developed, it was believed.

One of the papers submitted at the hearing reads as follows:

"Tobacco growers of Webster County, Ky., meet and decide to abandon the production of a tobacco crop the present year; article signed."

At a meeting of tobacco growers recently held in Webster County, Ky., fully 80 per cent. of the represented acreage decided to abandon the production of the crop in 1904, says the Henderson Glenor. While some are and always will be dependent on tobacco as long as the cropping system continues in vogue, the majority of growers can readily control the production, if they will, and they now seem determined to do so.

The following is a brief summary of the article adopted, and it is requested that growers in other localities in the strip district communicate with each other and with the leaders in this movement, tending toward a rapid extension and decided expression of the idea.

Resolution.
"We, the undersigned tobacco growers, do hereby agree to abandon the production of this crop, either personally or by croppers and renters, during the year 1904. Provided, that 75 per cent. of the growers in the export type of tobacco sign this or some other similar agreement before March 1, 1904."

It is proposed to work out further details later.

It was stated by Mr. Gaines that a number of counties have done that.

An editorial from the St. Paul Dispatch was also presented, which says that Minnesota once raised in the southern portion of that State a magnificent quality of tobacco, but the people up there have quit raising the crop, because

they would not stand the restrictions of the internal revenue that is put upon their liberties, leaving them without the value of their labor, robbing them of the power of selling by agents and putting them in the hands of the Trusts.

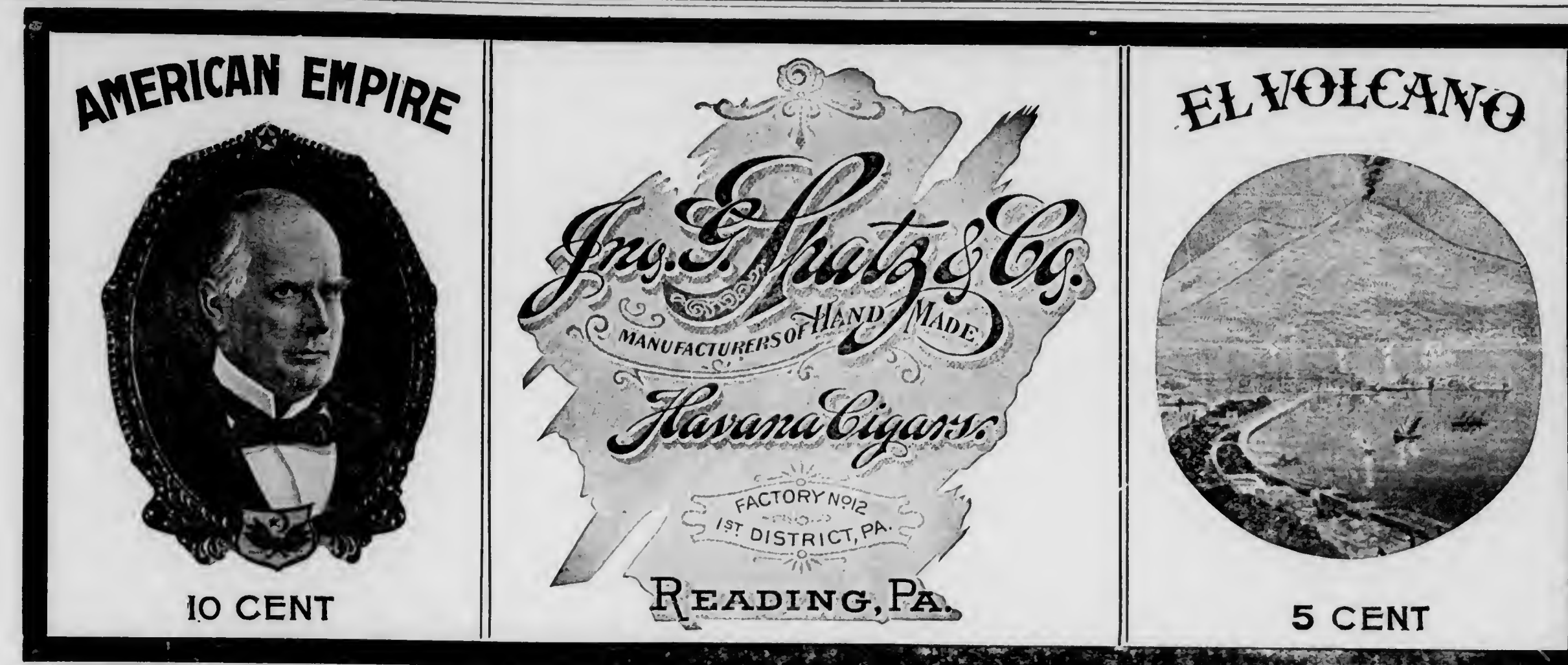
Mr. Gaines offered many other similar papers.

Assistant Secretary Armstrong having received information that the Collector of Customs at Duluth, Minn., is not inclined to grant to Cuban tobacco, withdrawn from bonded warehouse, the reduction of duty provided in the reciprocity treaty with Cuba embraced in the act of December 17, 1903, and promulgated in Department circular 135 of December 21, 1903, has informed him that the Collector of Customs at New York was instructed in a telegram addressed to him under date of the 15th instant that tobacco, the product of Cuba, withdrawn from warehouse at his port prior to the taking effect of the Cuban reciprocity treaty, exported to Canada, and, after having remained there under Governmental control, reimported subsequent to the taking effect of the treaty, is entitled to the reduction of the duty therein provided.

The Treasury Department, in fact, holds that articles, including tobacco, the product of the soil or industry of Cuba, imported into the United States prior to December 27, 1903, the date of the taking effect of the reciprocal commercial convention between this country and Cuba, entered in bond for warehousing and subsequently withdrawn for consumption after the taking effect of the treaty, and within three years from the date of original importation, are entitled to the reduction of duty provided by said convention, in accordance with section 20 of the Customs Administrative act of June 10, 1890, as amended by the act of December 15, 1902, and that, upon the production of satisfactory evidence of identification, articles, the product of the soil or industry of Cuba, exported to another country and thence imported into the United States, subsequent to the taking effect of the said convention, are also entitled to the reduction of duty therein provided.

It is also held that products of Cuba previously imported, for which no delivery permit had been issued, are subject to the provisions of the treaty, if entered or withdrawn after midnight of December 26, 1903.

A firm of cigar manufacturers who have qualified as such for the sole purpose of demonstrating the use of cigar molds and cigarette machines manufactured by them, ask the Commissioner whether they can prepare and cut tobacco in their factory and ship the same to the Exposition at St. Louis, where they purpose to exhibit their machines in operation and manufacture and sell their cigarettes. They have been advised that it would be necessary for them to qualify as manufacturers of cigars on the grounds of the Exposition, where they can probably, upon application, secure space for that purpose; that they would then be permitted to transfer their prepared tobacco under special permit form 100 to be issued by the collector for their



district to themselves as cigar manufacturers in the First district of Missouri as tobacco in process of manufacture, their factory at the Exposition being held accountable pound for pound for tobacco so transferred without any alleged loss of waste or shrinkage in manufacturing and the cigarettes manufactured being sold on the Exposition grounds, as proposed; that they should credit themselves on the proper books with the tobacco transferred from their factory and charge themselves with the same on their books at their place of business on the Exposition grounds, and in all other respects conform to the regulations.

A number of concerns bringing cigars into the United States from Porto Rico are desirous of having certain warehouses designated as points where the cigars can be stamped after their arrival in this country. They have been informed by the Commissioner of Internal Revenue that has no authority in the matter of bonding any special warehouse for the storage of such cigars, but that such authority rests with the Secretary of the Treasury.

A dealer asks the Commissioner why some way cannot be devised whereby a retail dealer in tobacco can be authorized to sell plug tobacco otherwise than from the original package. He explains that previous to the new ruling of the Commissioner he kept his tobacco in a small show case, taking a few plugs from the box at a time, the balance being kept in the original package until the first lot taken out was disposed of; by this method he could keep his tobacco fresh and moist by the use of a sponge in water, whereas if kept in the original package it became dry and unsalable. He was advised that manufacturers of plug tobacco are now permitted under law and regulations to put up their tobacco in any size not exceeding 200 pounds in weight; therefore, it should not be difficult for him to obtain his tobacco in small packages suitable for his trade; that a proper construction of the law requires that all sales of tobacco shall be made from the original manufacturers' stamped packages only, and that tobacco must remain in such original

stamped packages at all times until sold and delivered to the customer. That the law does not authorize any exception to this general rule, and that it is beyond the province of the Commissioner to grant a special privilege excepting dealers from its requirements, as was suggested by the applicant.

LARGEST IN THE WORLD.
A Tobacco Establishment Handling
50,000 Pounds Daily.

Sparta, Wis., Feb. 29.—The American Cigar Company opened its plant for the season last Tuesday with a force of about 1000 hands. The continuous cold, dry weather had made it impossible up to a short time ago for the growers to handle and market their tobacco. Tobacco has been coming in quite freely from surrounding growers of late, and twenty earloads were received from Cashton and Westly. This is the largest sorting tobacco plant in the world, and with a force of 1000 hands can handle 50,000 pounds per day. The plant has a floor space of 100,000 square feet. Officers of the company are: W. T. Jefferson, general manager; Walter Curd, head book-keeper; W. E. Chalmers, assistant and buyer; J. C. Burns, T. J. Burns, Fred. Jensen and Harley Jefferson, buyers.

SMUGGLING ENCOURAGED.
Peculiar Conditions Concerning Tobacco in Turkey.

Turkey is perhaps the only country where smugglers are protected by the Government. A recent decision places them in an exceedingly good position. In 1884 the Government gave the Tobacco Regie Company the monopoly of the tobacco business, for which the Regie pays 750,000 Turkish pounds (\$3,375,000) a year and a share in the profits. Ever since its establishment the Regie has been trying to stop the smuggling and spends about 250,000 Turkish pounds (\$1,125,000) a year on its preventive service. The Government never gives any assistance, prohibits the excise men from using arms and when they kill a smuggler prosecutes them for murder and imprisons them. The reason for all this is that the people are so poor and discontented that the Government encourages them to smuggle, hoping by this means

to keep them quiet. The last order is, however, disgraceful. It orders that when the Regie men discover smugglers they are in no case to attack or pursue them, but must advise the gendarmes and if necessary the troops, who will do what is required. Of course, this means that the smugglers will have ample time to escape. Although the Government has a direct share in the profits of the company nothing can induce it to help the Regie, although by doing so it might easily increase its revenues by \$5,000,000 a year.

Trade-Mark Register.

INSIST. 14,362
For cigars. Registered February 23, 1904, at 9 a. m., by H. J. Fleischhauer, Philadelphia, Pa.

LA YULA. 14,363
For cigars. Registered February 25, 1904, at 9 a. m., by A. D. Killheffer, Millersville, Pa.

TWIN SISTERS. 14,364
For cigars. Registered February 25, 1904, at 9 a. m., by Yorkana Cigar Co., Hellam, Pa.

KAWANA. 14,365
For cigars. Registered February 26, 1904, at 2 p. m., by M. Goldberg, Philadelphia, Pa. By transfer from H. J. Fleischhauer, Philadelphia, Pa.

GREATER RICHMOND. 14,366

For cigars, cigarettes, cheroots and tobacco. Registered February 26, 1904, at 2 p. m., by Gresset Bros., Richmond, Va.

COLUMBIA CIGAR CO. 14,367
For a firm name. Registered February 26, 1904, at 2 p. m., by Columbia Cigar Co., Ephrata, Pa.

LITTLE JAPS. 14,368
For cigars, cigarettes, cheroots and tobacco. Registered February 27, 1904, at 9 a. m., by S. S. Watts, Terre Hill, Pa.

SMOKE THIS. 14,369
For cigars and tobacco. Registered February 27, 1904, at 9 a. m., by C. R. Albright, Reading, Pa.

SZEGEDEN. 14,370
For cigars, cigarettes and tobacco. Registered February 29, 1904, at 9 a.

m., by Simon Fischer, Pittsburg, Pa. ALCO. 14,371

For cigars, cigarettes, cheroots, stogies and tobacco. Registered February 29, 1904, at 9 a. m., by A. D. Engel, Philadelphia, Pa.

ALTEZA. 14,372
For cigars, cigarettes, cheroots and tobacco. Registered February 29, 1904, at 9 a. m., by A. D. Engel, Philadelphia, Pa.

REJECTIONS.
Kossuth, Suma, County Chairman, Kremno, Red Chief, La Mode, Union Guard, City Talk.

CURRENT REGISTRATIONS.
Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Verne, Pride of Lackawanna, Wilkes-Barre Record, Earl Dudley, Manhattan Twins, Panama Bouquets, 3 in Hand, B 4 U, Twin Bouquet, Metropolitan Twins, Mark Hanna, Julie, Carte-de Jour, La Prominente, Kishineff, Hassan, Basma, Hoyo de Monterrey, Designados, Belle of Tunis, General John C. Black, La Illustracion, Contralto, Rose Arbor, I. D. C., Lume de Oro, Rangefinder, Girl in Pink, Deleoniator, Angustura, Judge Right, Crimson Corl, Bon E Tah, Despatcher, The Royal de Los American Institute, The Dayton Merchant, H. N. Martin's Best Smoke, Gloria Scott, Final Problem, Noble Bachelor, Meshra, Wens, Judith Belle, The New Times Building, Santo Colorado, No Time, Cleverette, Casa del Gobierno de Tampa, Em-Pa, I'm It, Rock Eagle, Ruco, Senator Childs Invin-cibles, Pierson's Interurban, College Arms, Panama Bay, Quality Shop, Flor de Nar-vez, Hamburg Belle, College Hill, Little Jyp, Mondak, Pygmies, Vi lage Firemen, Quintessa, H. A. R. & Co., Vega No. 214, P. O. N., Bulkhead, El Satisto, El Sentado, Rhino, Don Brigando, Don Diavolo, Don Elegando, Don Amora, Narcotic Dupia, W. F. D., Early Reaper, Estudiete Famoso, El Cientifico, Guidan, Qui tan Darward, Earl of Pawtucket, Bg Sam, Wellville, La Casillo, Grandaz, O, Arthur Lee, La Fabrega, Panama Cabinet, El Proposo, El Re-grdo, K. A. D., Raymond Hitchcock, Panama Com-mission, La Anita, Manhattan Puritanos.

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 32 some Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BURKE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High
84-85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138 1/2 Water St.;
Telephone—13 Madison Square
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heiler, Dayton, O.; John H. Hax, Baldwinville, N.Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day
Hatfield, Mass.; Jerome S. Billington, Cornuz, N.Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Encouragement in Reading.

Cigar Manufacturing Rather Dull, But
the Prospects Good.

Reading, March 1, 1904.
If anything, there is a slight improvement in the general trade conditions in this city. The resumption of business by several industrial establishments here which have been idle for some time, and the prospects of continued activity in the iron and steel plants in this vicinity are looked upon with the fullest satisfaction by our local manufacturers and tradesmen. In fact, there is at present very little idleness in this city. Notwithstanding the reports to the contrary by a local daily the cigar manufacturers are, without an exception, experiencing a dragging trade, and no one is putting on any additional force at present; yet prospects, as has been said, look brighter.

John G. Spatz, of John G. Spatz & Co., is making one of his regular Western business trips, and reports satisfactory results.

John U. Fehr recently returned from a visit to the leaf centres of Wisconsin, where he made selections of a considerable lot of tobacco.

Louis Leopold, of John Leopold & Son, N. Y.; John F. Heiland, of Meiskey & Heiland, Litz, Pa., and George F. Schuath, with Schroeder & Arguimbau, New York, were in the city last week.

Business Changes, Fires, Etc.

Connecticut.

New London.—Rosenthal & McBride, cigar manufacturers, dissolved. Succeeded by Samuel Rosenthal.

District of Columbia.

Washington.—E. J. Beuchert, cigars, released deed of trust, \$1,800.—Wm. W. Wright, cigars, tobacco, etc., sold out to Avery & Avery.

Idaho.

Pocatello.—H. C. Matthews, cigars, sold out to T. B. Shaw.

Indiana.

Fort Wayne.—Frank J. McCormick, cigar manufacturer, suit \$250.

Indianapolis.—Albert O. Dally, retail cigars, chattel mortgage, \$500.—R. F. Johnson, retail cigars, chattel mortgage, \$350.—C. B. Mueller, retail cigars, out of business.

Maryland.

Baltimore.—Imperial Cigar Co. (not inc.) burned out.

Massachusetts.

Boston.—F. P. Norton Co., cigar manufacturers, incorporated under Mass laws with authorized capital stock, \$10,000.

Michigan.

Ionia.—H. H. Hamilton manufacturer of cigars and tobacco, succeeded by R. L. Burger.

Minnesota.

Jackson.—Lindsey & Anderson, cigar manufacturers, deed, \$250.

Missouri.

Kansas City.—Standard Leaf Tobacco Co., petition in bankruptcy.

New Jersey.

Bayonne.—I. Stickers, cigars, etc., chattel mortgage, \$400.

Jersey City.—Joseph Rath, retail cigars, sold out.

New York.

New York City.—T. J. Donigan, retail cigars, succeeded by T. J. Donigan Co.

Rochester.—Wm. Jacobstein of Jacobstein Bros., leaf tobacco, dead.

Ohio.

Cleveland.—Fryer Bros. & Co., wholesale leaf tobacco, damaged by fire.

Dayton.—E. C. Albert, wholesale and manufacturer of cigars, real estate mortgage, \$1,500.—H. C. Albert, cigars and tobacco, deed, \$600.—H. S. Kenyon, cigars and tobacco, chattel mortgage \$150.

Springfield.—L. M. Harris, cigars, etc., petition in bankruptcy.

PATENTS RELATING TO TOBACCO, Etc.

752,961 Binder or wrapper mechanism for cigars or cigarette machines; Albert Du Brul, New York City, assignor to Miller, Du Brul & Peters Manufacturing Co., Cincinnati, Ohio.

752,847 Pressure-rolls for cigar wrapper cutter and rolling tables; Isadore Liberman, Philadelphia, Pa.

753,180 Smoking pipe; Thomas Tomlinson, Charleroi, Pa.

752,733 Cigar making machine; Otto Wartman, Tottenham, England.

Heavy-Weight Smuggling.

Some time ago French Customs officers took possession of a block of stone, which they found on a truck belonging to the Belgian State Railway, and which weighed nearly two tons. The stone had been sent from Brussels to Perout Flamincourt. They turned it over, and found that the underside had been scooped and then covered with a slab, fastened with iron pins. This was covered with a thick layer of mortar. When the slab was removed 700 pounds of tobacco was found in the stone. An inquiry showed that this block of stone had made several journeys between Belgium and France. Sometimes its cavity contained liquor, sometimes tobacco. The men who sent it forth on its adventures was discovered. He belongs to Meun. Brought before the Court in Brussels he was fined £4 for making a false declaration of merchandise. He has, however, yet to be dealt with by the French authorities.



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

Maker of **HOLTZ, PA.**

High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES
OAK MOUNTAIN,
PORTO RICO WAVE.

Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



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HELLAM, PA.

Manufacturer of Fine

Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. E. HOELTZEL

Manufacturer of

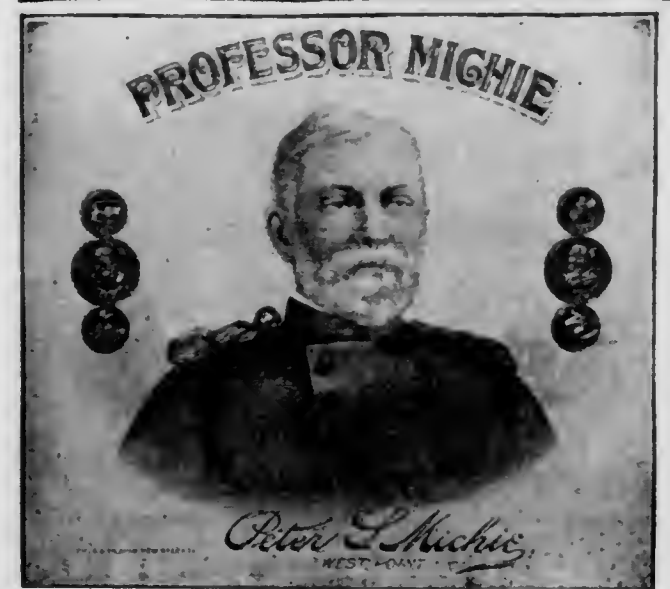
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality

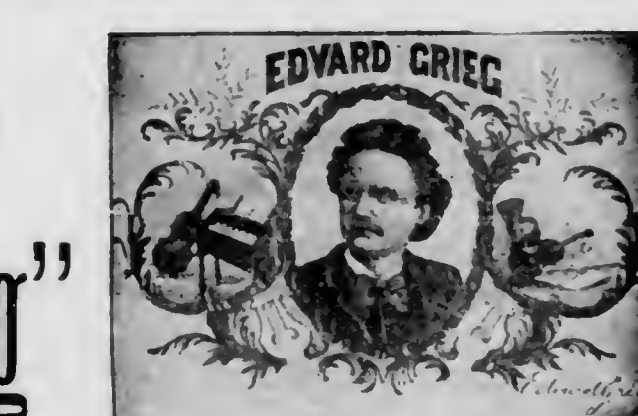


JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

ESTABLISHED 1871-2 DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced Cigars

Red Lion, Pa.

Remember—the MELODIOUS is our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

W.B. HOSTETTER & CO.
Wholesalers and Retailers of **Leaf Tobacco**
SHADE-GROWN SUMATRA, in Bales.
Phonics { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of **Domestic & Imported TOBACCO**
29 East Clark Avenue, YORK, PA.
FINE SUMATRAS a specialty.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of **Fine Havana Cigars**
And Packers of **LEAF TOBACCO**
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

REVENUE RULINGS.
A party conducting a mail order business in which he uses the factory number and brands of a manufacturer, asks if he can have a brand registered in his own name and have the cigars put up for him by a manufacturer under his factory number, and whether he can use a letter head which in the left hand corner bears the name of the brand, and in the right hand corner the name of "John Doe, representing Factory No. — Genuine Key West Cigars, 624 — Street, — City." He was advised that it would not be a violation of the law and regulations for him to conduct such a business as he describes, provided that the cigars are sold and delivered by him in unbroken packages. That he would not be permitted to sell and deliver by mail or express boxes or packages containing a less or greater number of cigars than the statutory requirement, viz., 12, 13, 25, 50, 100, 200, 250, or 500 in each box or package. That under the law he would be regarded as a "dealer in tobacco" as described on pages 12 to 14 of the Regulations, and that under certain conditions he might be placed in the category of a "peddler of tobacco," and as such by qualifying and giving bond as a dealer in tobacco he could have the taxpaid cigars removed from a factory to his place of business and then forward them to his customers by mail or express, the boxes being intact. Or he could give the manufacturer orders and have the goods delivered direct from the factory. That no objection could be made to the use of the letter head indicated.

An applicant desires to be informed if a cigar box may be used again if a new stamp is placed upon it after it is filled, and inquiring under what law the caution notice is required. He was instructed that Section 3392 R. S., as amended by the Act of October 1, 1890, requires that all cigars shall be packed in boxes not before used for that purpose, and that every person who sells or offers for sale, or delivers or offers to deliver any cigars in any other form than in new boxes, shall be fined for each offense not more than \$1,000 and be imprisoned not more than two years; that the requirement regarding caution notices on cigar boxes is embodied in Section 3393 R. S., as amended by Section 16 of the Act of March 1, 1879, which reads as follows: "Every manufacturer of cigars shall

Phones: Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made **Turkish Cigarettes**
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING OF 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of **Briar and Meerschaum Pipes**
Importers of **SMOKERS' ARTICLES**
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of **Fine and Common Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade **EGYPTIAN CIGARETTES**
74 Wooster Street NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Crests, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo, for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells how to obtain and sell patents. What inventions will pay. How to get a partner. Explains best mechanical movements, and contains 500 other subjects of importance to inventors. Address, **H. B. WILLSON & CO.** Patent Attorneys 774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY **L. L. BEDORTA.**
WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

securely affix, by pasting on each box containing cigars manufactured by or for him, a label on which shall be printed besides the number of the manufactory the district and state in which it is situated, these words, "Notice.—The manufacturer of the cigars herein contained has complied with all the requirements of the law. Every person is cautioned not to use either this box for cigars again, or the stamp thereon again, nor to remove the contents of this box without destroying said stamp under the penalties provided by law in such cases."
Every manufacturer of cigars who neglects to affix such label to any box containing cigars made by or for him, or sold or offered for sale by or for him, and every person who removes any such label so affixed from any such box shall be fined \$50 for each box in respect of which such offence is committed.

The applicant was advised that from the statutes above quoted it was illegal to use emptied cigar boxes a second time for packing cigars.

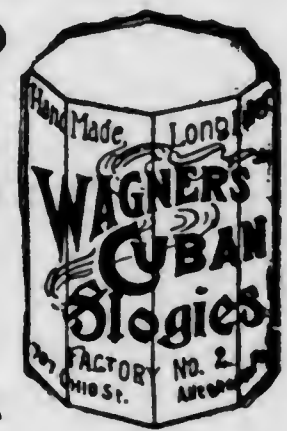
A collector submits the question whether a person who is not a cigar manufacturer or dealer will be permitted to use or procure a few pounds of Havana tobacco for experimental purposes to be used in other than tobacco wrappers, without such person qualifying as a manufacturer of cigars, and the suggestion is made that the revenue laws could be satisfied by putting the cost in a lump sum; that is to say, the price of the goods and the tax in one bill. He was advised that the course proposed could not be authorized as there is no provision for such a procedure under the law. It was suggested that if the applicant did not care to qualify as a manufacturer that his experiments might be conducted on the premises of some manufacturer already qualified who could properly account for the tobacco purchased and used.

Leaf Tobacco Markets.
CONNECTICUT VALLEY.
In the Boston Sunday Globe of Feb. 14 I read how a man by the name of George D. Fairbanks, of North Reading, Mass., conceived the idea at the time of the Cuban war, when there was so much difficulty in procuring good Havana tobacco, of trying to raise the same tobacco in the eastern part of Massachusetts,

and he tells of his success and failure in the business. The first year, after procuring seed from Cuba, and sowing and transplanting, he was able to show only three pounds of sweated tobacco. He had it made into cigars of very good quality and flavor. The next year he sowed both Sumatra and Havana about March 12, and in due time he transplanted from the hotbed, and by the middle of August many of the plants had attained a height of from five to seven feet. In the two years it proved to be a condition and not a theory. The next crop he planted the seed in the hotbed as before. By May 15 both the Havana and Sumatra plants were large enough to transplant, and by the middle of August the tobacco was ready to top. This time he had nearly an acre of tobacco of a good cinnamon color, and the Havana after sweating was soft and waxy. The Sumatra was a nice, glossy, flexible leaf, making good wrappers, and, as I understand him, he had some cigars made out of the product and distributed some of them among his friends, who speak of them in unqualified terms. He is shown in a cut standing with an open cigar box packed full, with the headline reading, "From the Seed to the Manufactured Product." Now, you growers of the weed will see at a glance that you may have competition right here at home, and you that have rested on your oars and thought that tobacco could not be grown in Massachusetts east of the Connecticut river have learned that within twenty miles of Boston tobacco has been successfully produced, and without fertilizer at that. For, being a progressive farmer, Mr. Fairbanks has discovered a deposit several feet below the surface that produced equally as good a crop as when he fertilized the ground thoroughly, as you do in the Valley. He knew that tobacco was raised in the Valley, and thought he would try. Put in his own words, he "brushed up a little in his chemistry, read up some," presumably from Government reports on tobacco raising, and then the greenhorn went at it and succeeded in producing a pretty good h

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, Barnesville, Ohio,
MAKER OF **High Grade Stogies**
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB EUREKA PRIVATE STOCK
RUSTIC TRIUMPH
BLUE POINTS OLD JUDGE
CRYSTAL CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at **W. D. SAHM'S**
Union Cigar Factory
AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of **Fine Havana & Seed Cigars**
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.
Strictly
Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the BLUE LABEL of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

REGISTER YOUR
CIGAR & TOBACCO BRANDS
WITH
THE TOBACCO WORLD

And so it goes! Always something new turning up to those who look carefully after their own interests. And that is as it should be. If you will not raise a crop above competition, then you will have to submit to the competition, and very soon it may be, for, if Mr. Fairbanks can raise tobacco, his neighbors can raise tobacco.

Our correspondents write:

North Hatfield, Mass.: "Since my last report A. H. Marsh has sold his 1903 tobacco, about four tons cased, to John Dukes, of South Deerfield, at 10c. per lb. Nothing to report further besides that the tobacco business is not booming; bad weather and bad roads may have something to do with it."

Suffield, Ct.: "L. B. Hass & Co., of Hartford, Ct., have been buying some tobacco in town, and I have the following sales to report: Crops of Arthur G. Pomeroy, J. W. Wallace and Geo. A. Peckham; have not heard the price."

Sunderland, Mass.: "The warehouse force of Mr. Fairchild has been obliged to stop work for want of stock to work on."

Sales are reported at 15 to 16c in the bundle at Suffield and Granby, and at East Windsor Hill assorted lots at 24 to 26c. A sale at Hockman is reported at 22c, and at Addison at 20c in the bundle."—American Cultivator.

BALDWINVILLE, N. Y.

There is now a little activity in the local market. J. Wesley Morris, of Troy, O., representing Louis Peters & Co., of Detroit, is still in the field and has made a number of purchases of the new crop at reported prices of 6 to 9c in the bundle. He is receiving this morning at the D., L. & W. R. R. freight house, and expects to take in six car loads which will be shipped to Troy, O. H. A. McComas, of Philadelphia, representing K. Straus & Co., arrived in town this morning and is riding with F. M. Dunham. Monday the N. Sheldon estate shipped 32 cars Little Spanish B's to a Pennsylvania manufacturer at private terms. A few other small shipments have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

The buying of the new crop has received quite a set back since receiving of the purchases has commenced, owing to the unusual amount of damage found in the tobacco delivered at the warehouses and while some riding continues, sales are not very frequent and prices do not improve. A few transactions coming to notice are:

Lewis Johnson, 15a at 7c, no fillers.
Jesse Utter, 8a at 7 and 1c.
John Jacobson, 5a at 6 and 1c.
Carl Hanson, 4a at 6c.
A. Veum, 5a at 7 and 1c.
John J. Jepson, 8a at 5 and 1c.
John Robb, 3 1/2a at 6, 4 and 1c.
C. H. Stark, 3a at 6 and 1c.
G. Dyer, 4a at 5 1/2c.
F. Broughton, 5a at 4 1/2 and 1c.

Myron Flint, 2a at 4 1/2 and 1c.
John Aspel, 2a at 5 and 1c.
H. J. Flint, 3a at 4 and 1c.

We regret to learn that the receiving of the new crop has been unsatisfactory so far, and deductions are made in very many cases. Out of sixteen lots received at Viroqua last week we understand that but two of them were settled for at contract price. The impression is growing that if the early sales are accepted at all, they must be delivered subject to warehouse handling.

Only a moderate business is recorded in old leaf. G. H. Rumrill reports the sale of 137cs of '02 and 73cs of 1900 for the week. The details of a larger transaction almost completed are not yet obtained.

A couple more of the warehouses in this market have begun the season's work of assorting during the week, but it is doubtful if work can long continue unless casing weather comes soon.

The freight blockade in Eastern lines has interfered with the shipments out of storage of late. No tobacco for east of Chicago points had been received for some days until Wednesday.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The movement in hhd and loose tobacco is still small. We have had no handling season of over twenty-four hours for the past three months, and the bulk of the crop is still hanging in the barns. Planters are discouraged with the situation, and are not using much effort for a crop this year. Traders and planters are making a strong appeal to Congress to repeal the tax and restrictions on handling leaf tobacco in its natural condition. Hogshead tobacco is quiet; little doing.

QUOTATIONS

Leaf—Short 18 to 20 in.: Common, 5 to 5 1/2c; Medium, 5 1/2 to 6c; Good, 6 to 7c.

Leaf—22 to 26 in.: Common, 6 to 6 1/2c; Med., 6 1/2 to 7c; Good, 7 to 8c.

The quality is dark, heavy styles, and such kinds are scarce in the new crop, it being largely light body and light color, suitable for manufacturing.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts this week were 65 hhds. Sales this week to date 32 hhds; which, with a lap of 5 hhds, from last week, make the sales 37 hhds. for the week ending today. Transactions were light this week, partly from lack of a general demand and partly from stronger views on the part of sellers. The sales that were made were at about unchanged prices.

We have been having more or less moist weather for about a week, but the temperature has not been high enough to make a good handling season. Loose tobacco deliveries are made on a very moderate scale, and consist largely of the poorer qualities of the crop.

QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF
CIGAR LABELS
ALWAYS
IN STOCK

KRUEGER & BRAUN

NEW BRANDS
Constantly
ADDED

LITHOGRAPHERS
AND PRINTERS.

Samples furnished
on application

322-326 East 23d St.
NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the
STANDARD Cigar Rolling Table,
after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and
experts on this Table can be seen at the
School for Learners of the New York Cigar
Manufacturers' Supply Co., 403 to
409 East Seventieth Street, New York.

New York.

Best Workmanship

The Lowest Price.

H. W. HEFFENER
Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues
YORK, PA.

FRAZIER M. DOLBER

G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Special "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address: "Boales," U. S. A.

1120 Apple St. No. 5 Tobacco Clubber.

Hopkinsville, Ky.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices
THE LOWEST.

We will Duplicate Any Shape you are now using, regardless
of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description
A. Kauffman & Brc., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: J. R. Smith, 610 W. Chestnut St. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line Ave. Hartford, Conn.: Jos. M. Gleason, 238 State St. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST

Lithographers,

CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.



"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—

WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA

Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

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First Class Insurance on
Stock Companies Fire Insurance Tobacco & Cigars
Only. a Specialty.
27 E. Orange St., Lancaster, Pa.



Glycosine B BEATS ALL

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

Headquarters for VANILLIN, COUMARIN,
TOBACCO and FRUIT FLAVORS.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS



THE AMERICAN TOBACCO CO. NEW YORK



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Hopkinsville, Ky.
Paducah, Ky.
Cable Address,
"CLARK."
Clarksville, Tenn.

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited
1000 Drott Bldg., WASHINGTON, D. C.



R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

32 **E. A. CÁLVES & Co.** <C> **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE SEE!
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible C the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING
a Specialty

Akron, Pa.

"Millions for Farmers"
TEXAS TOBACCO FACTS
Exhaustive tests prove that the best grade of...
CUBAN LEAF
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
High Grade CIGARS
All Fine Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.



ESTABLISHED IN 1881
Vol. XXIV., No. 10.

PHILADELPHIA, MARCH 9, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

What Are You
Looking for
in
Cigar Leaf Tobacco?
WE HAVE IT.

Quantities to Suit.

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers in

Cigar Leaf Tobacco,
23 North Third St., Philadelphia.

CUTTINGS

Taken in Exchange for Leaf Tobacco.

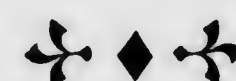
H. J. ROTH & CO.

MANUFACTURERS OF

FINE Union-Made CIGARS



McSherrystown,
Penna.



COMPETENT WORKMEN EMPLOYED EXCLUSIVELY.



Correspondence with Wholesale and Jobbing Trade Invited.



Established 1881

Incorporated 1902



Published Every Wednesday

BY THE
TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia

JAY Y. KROUT, H. C. MCMAHON,
Pres't and Gen'l Manager. Sec'y and Treas.

Entered at the Post Office at Philadelphia, Pa.,
as second class matter.

TELEPHONES:

Bell—Market 28-97 Keystone—Main 45-39A

SUBSCRIPTION—PAYABLE IN ADVANCE:

One Year, One Dollar; Six Months, Seventy-five Cents;
Single Copies, Five Cents.

In all countries of the Postal Union, \$2.00 per year,
postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit
as to entitle them to public attention. No advertise-
ment known or believed to be in any way calculated
to mislead or defraud the mercantile public will be
admitted.

Remittances may be made by Post Office Money
Order, Registered Letter, Draft, or Express Order,
and must be made payable only to the publishers.
Address TOBACCO WORLD PUBLISHING COMPANY, No.
224 Arch Street, Philadelphia, Pa.

Disagreeable Notoriety.

ONE of the large number of Philadelphia
cigar men of recognized prominence not
only has capital invested in this city, but also has
business elsewhere. In the last week or so
he has passed through a succession of very
unpleasant experiences, and the chances are
that not for a number of years to come will
there be an end to the chain of which those
experiences form links.

Brawls in which longshoremen and stevedores
figure in low down grog-shops are of too frequent
occurrence to warrant more than a line or two in
the daily papers, but fisticuffs in what might be
called by some "a magnificently and artistically
appointed cafe" and by others might be called "a
lobster palace," are so unusual that an occurrence
in which a participant had an eye blackened and
was otherwise injured has been given consider-
able prominence in the local press.

Whatever the merits or demerits of the con-
troversy may have been, and wholly regardless of
the question whether anybody was given just
what he deserved or was the innocent victim of a
hot-tempered husband, the episode was one which
can be well used to point a moral and carry a
warning to young men about starting out in busi-
ness and looking to their elders for examples to be
imitated or avoided.

However ambitious a young man may be to
draw attention to himself and to be singled out as
distinct from the common herd, he doesn't care to
attract attention because of a bloody nose or a
blackened eye. Ambitious young men, whose
tastes have not reached that point of refinement
which accompanies three or more generations of
education and moderate prosperity, usually hope

for the time when they will be able to wear dia-
monds and to drive fast horses and to be valued
patrons of lobster palaces; but what they really
hope for is to be held in respect and esteem by
those of their associates and acquaintances to
whom they are well known. Without respect and
esteem, no matter how able he may be to parade
the fact that he has a few thousand dollars not
actually needed in his business, a man finds no
satisfaction in the display of a "sparkler" in his
shirt front nor in having a position in a road
drivers' procession.

There are two conditions with which any man
who respects himself and who has modesty as well
as merit should be satisfied, as far as what is said
of him is concerned. He certainly should be sat-
isfied if, when he is spoken of, his praises are
sounded, and he should none the less be satisfied
if neither good nor ill is spoken of him when his
name is mentioned. Nothing, however, can be
more galling to a man than the consciousness that
the mere mention of his name must instantly
remind those who hear it of a story that he wishes
were buried and forgotten.

So, young man—you who hope to at some
time have a store or several stores of your own—it
will be wise for you to take well to heart whatever
practical lesson may be afforded you. It is only
natural that you should take pleasure in seeing
your name prominently displayed in letters of gold.
There is nothing discreditable in taking pleasure
in being indicated when the proprietor of the store
is asked for. If you prosper, if you meet your
obligations promptly, if you treat your help well in
all respects and if you have time and means to
drive trotters on the Speedway there is no reason
why you shouldn't indulge in such recreation.
But remember that there will be no happiness or
pleasure in being "seen of men," if you have
reason to suspect that Tom is saying to Harry and
Dick is saying to Jack, "That is So and So who
was mixed up in that—etc., etc."

Interesting, if True.

ABSURD mistakes made by writers for daily
newspapers in regard to tobacco and cigars
are so frequent, and members of the trade have
become so accustomed to seeing them, that they
hardly call for comment. Nevertheless, it is per-
haps well to occasionally point out to those not
thoroughly informed the fact that any publication
which covers all classes of matter from theological
conventions to cock-fights is liable to err occasion-
ally. One instance of the recklessness with which
errors are copied and recopied has been seen in
the past few weeks in the printing all over the
country of a statement that by a new ruling at
Washington the cover of a cigar box must be
smashed as soon as the box is emptied. This, of
course, is not true, but hundreds of newspapers
have recently given circulation to the false report.

Large metropolitan dailies are usually edited
with sufficient care to avoid many errors into
which smaller papers fall, but a recent issue of
the Chicago Tribune contains the following in an

article concerning the prices of cigars: "The reci-
procity treaty lowered the price of cigars to the
dealers about 20 per cent., but the retail price of
none of the popular brands has been reduced." Lowering
the price of cigars to the dealers and
lowering the rate of duty are two very different
things.

And the Chicago American says: "The inde-
pendent tobacco men of the nation are making a
desperate fight against the 'red stamp' on boxes
of imported cigars. This stamp on every box of
imported cigars is declared a discrimination in
favor of the trust and against American goods.
The cigar men are rejoicing over the news from
Washington that Congress probably will forbid
further discriminating markings of cigars." Up
to the present time there hasn't been any news
from Washington which would justify anybody in
betting \$1 to \$100 that use of the importation
stamp will be done away with while Cuba continues
an independent nation.

Even men who have smoked thousands upon
thousands of cigars will learn something they never
knew before on reading the following paragraph
from the Philadelphia Record: "When a piece of
tobacco is cut from the wrapper it is cut on the
bias, and rolled from left to right on the filler, and
at the same time by the other hand the remaining
pieces are used being necessarily rolled in the
opposite way. For this reason the man who holds
a cigar in his right hand, which always receives a
few twists during the course of a smoke, rubs the
wrapper the wrong way, and easily enough it be-
comes loosened." Cigarmakers who can roll two
cigars "at the same time" need never be out of a
job.

Sounds Plausible; But Is It?

AN ARTICLE in the London Lancet con-
cerning the presence of carbon monoxide
gas concludes as follows:

"This gas, if inhaled, would be taken up
rapidly by the blood and would produce symptoms
very similar to those of nicotine. The trembling
of the limbs and the hands, the dizziness and
stupor, the disturbance of the nerve centers and of
the circulation, palpitation on a slight effort and
the feeble pulse may be the indications of either
carbon monoxide or nicotine poisoning. Anybody
may test this theory for himself by shaking up a
few mouthfuls of cigarette smoke with a few drops
of blood diluted in water. Almost immediately
the blood assumes the pink color of blood contain-
ing this gas, called carbon monoxide. With
smoke from cigars and pipes the effect is still more
marked."

Commenting on the above the Kansas City
Journal says:

"The trouble, however, with the experiment
is this: It applies only to smoking—not snuff or
chewing tobacco. Moreover, if you should mix
health-giving bean soup or mashed potatoes with
your blood, in the manner above specified, it
would cause as much change of color and as much
change in normal conditions of the fluid as when
carbon monoxide is used."

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

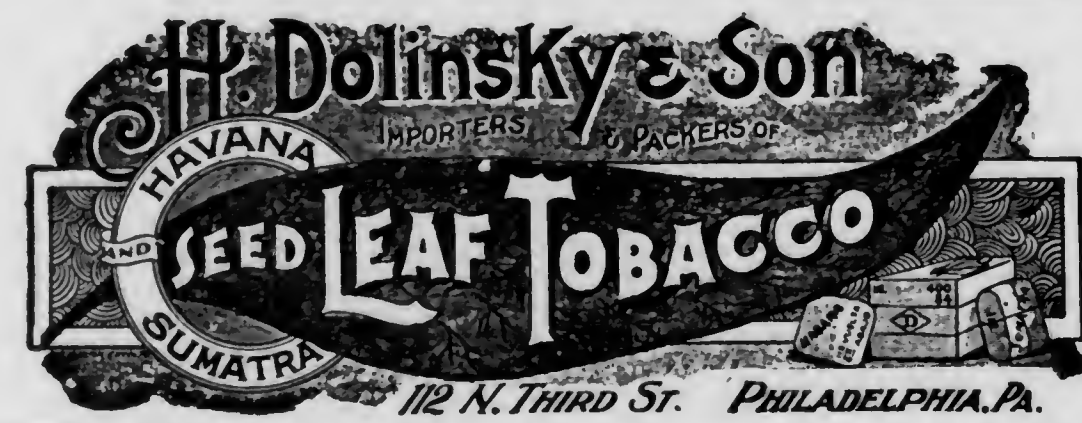
J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** Tobacco
and Packers of **DOMESTIC LEAF**
115 Arch Street, Philadelphia.

FOUNDED 1855.
SELECTED
D & T
Wm. H. Dohan.
FLOR de DOHAN & TAITT,
D & T Importers of **Havana and Sumatra**
Packers of **Leaf Tobacco**
VUELTA ARRIBA
107 Arch St.
PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

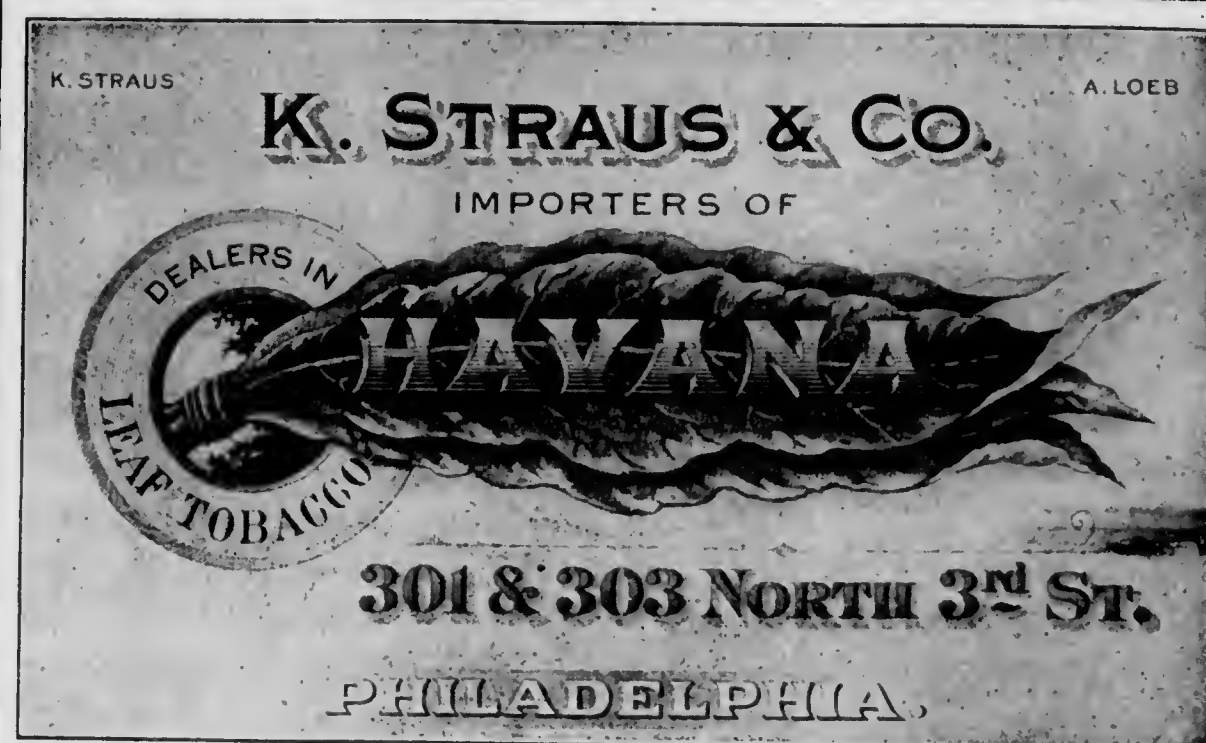
JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of **Havana and Sumatra**
AND
Packers of **Seed Leaf Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF**
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **SEED LEAF,**
HAVANA **Tobacco**
SUMATRA
118 N. 3d St. Phila.

Young & Newman, Importers of **Sumatra & Havana**
217 N. THIRD ST., PHILADELPHIA. **Packers of Seed Leaf.**




BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of **Sumatra and Havana**
AND
Packers of **Leaf Tobacco**
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

What Luck Means.

Luck is not our own making. Luck means rising at six in the morning, living on one dollar a day if you make two, minding your own business and not meddling with other people's. Luck means the hardships and privations which you have not hesitated to endure, the long nights that you have devoted to work, the appointments you have never failed to keep, the trains you have never failed to catch. Luck means trusting in God and in your own resources—a religion whose motto is "Help yourself, and heaven will help you." Luck comes to them who help themselves and know how to wait.—Max O'Rell.

Waste.

A tactful business man exercises discreet economy in the conduct of his commercial affairs. It matters not how large or extensive his interests, or how liberal or even extravagant his tendencies at home or even in social life, he does not permit willful waste of anything in his store, manufactory, or counting room, no matter how insignificant that waste may be. If he be a thorough disciplinarian, he borders on what may be termed by some as small or unreasonably mean. Such a man is not usually illiberal in providing all requirements for a proper conduct of his affairs, nor is he disposed to underpay his help. What he wants and rightfully demands, is that those who are paid to advance and protect his interests shall not be too extravagant in the use of what belongs to him and not to them. Because of this economic characteristic, and for the reason that for every dollar he expends he wishes full value, not only in direct returns, but in the use thereof, he is generally successful.

Too often we find a clerk or employee who recklessly uses expensive stationery for memoranda; who never regards cord or twine once used as useful a second time; who feel that no matter how short the distance, car fare amounts to naught; who throws pins, paper fasteners and rubber bands into the waste basket with discarded papers, and who, in short, does not realize that "a penny saved is two-pence earned." These acts of indifference, each in itself, are of no moment, but in the aggregate they figure up a tangible sum, if not a large amount. It is not so much the money involved that should be considered as the reckless disregard of the employer's welfare. The man or woman who would criticize an

employer for exacting economy on the lines set forth would be as much justified in regarding as proper or prudent the reckless throwing away—not spending—of nickels or dimes by our prominent capitalists, contending that the small currency is too insignificant to carry about the person.—Wall Street Summary

Well-Worded Advertisements.

Here are specimens of some well-written advertisements written by a cigar dealer in Red Bank, N. J.:

FANCY CIGARETTES.

At Collington's Cigar Store you can always find a great variety of Turkish and Egyptian cigarettes. About every sort is here, and there is no brand of prominence that cannot be had from my stock. These cigarettes are kept in an airtight glass case, in order to prevent deterioration. They sell all the way from 10 cents a package to 35 cents. The price is generally considered to be based on the amount of "dope" there is in them. As I don't make the cigarettes I don't know positively as to this.

Personally I don't care very much for these fancy cigarettes; in fact, I don't think much of any kind of a cigarette. I think there is a great deal more enjoyment in a good cigar, or in a pipe of good tobacco, than can possibly be got out of the same amount of money invested in cigarettes of any kind. But my taste governs my own smoking only, and not other people's; and so I try to sell to every customer just what he wants, without imposing my own opinions on him.

The one thing that I do want to impress on every smoker is that at my store he can find almost anything in the way of cigars, tobacco, cigarettes and smokers' articles that can be got anywhere. I do a large enough trade to keep my stock fresh, and I feel sure I can satisfy every customer, no matter how particular in his tastes he may be.

ELECTION BETS!

I haven't heard of many election bets being made so far this year; but if any such wagers are made they ought to be for boxes of Collington's Cigars.

The man who wins a box of Collington's Cigars wins a wager that will make him happy and contented as long as the cigars last; and the man who loses a wager of this kind will probably get two or three of the cigars to smoke himself, and so will win a sort of consolation wager, as it were.

A wager of this kind will show as high an opinion of the merits of your candidate as a big money wager. If you win, you get something well worth having; and if you lose, the loss is not enough to break you.

But don't wait till election bets are decided before you enjoy smoking Collington's cigars! The cigars I make are made right here in my shop, under the most perfect sanitary conditions, from wholesome, well-cured tobacco, by good American

workmen, and are without drugs or artificial flavoring of any kind.

The cigars cost 5 cents and 10 cents each, according to the quality of the tobacco used in them. They come cheaper by the box. You'll like them, I know; and if you have never tried them there is no better time to begin than now.

PERFECT CIGARS.

A cigar which gives satisfaction while it is being smoked, which leaves a pleasant taste in the mouth, and which the smoker knows was made under perfect sanitary conditions—that is a perfect cigar. Tastes may differ. Different men may enjoy different brands of tobacco in a cigar; but the general rule applies in each case.

That's where my cigars come in. They are made right here in Red Bank, under my own supervision (and I have had many years of experience), in a clean, light, airy workshop, by skilled American workmen. My different brands of cigars afford a variety in price, quality and degrees of mildness, so that every smoker is certain to have his particular taste suited.

Any smoker who has a liking for any of the brands of tobacco which are so much advertised nowadays will find them all here. There are good cigars besides those of my own manufacture, and I try to give every customer just what he wants.

Watching Employees.

How much an employee should be watched is a question which demands the attention of every merchant who has one or more in his employ. The Grocery World recently offered a prize for articles on this subject, and the following article sent in by Mr. A. R. Rowe, of Washington, D. C., deals with the subject in a very broad-minded manner:

The question, "How much ought an employee to be watched, and how?" can not be answered in a word, for it depends entirely on who your employee is, and how long you have been acquainted with him.

To be acquainted with him is not simply to meet him, for it takes just a little more than a formal introduction to become acquainted with some men.

I believe it is right to rely absolutely on the honesty of the clerk, and leave him entirely to himself.

If there is anything on the face of the earth that will make an employee lose interest in his work, it is for him to realize that he is being treated as a criminal.

Trade Winning Schemes.

One very unique form of advertising and of bringing people to the store was indulged in by a Kansas merchant who sent out notice to all the farmers, that he would give \$25 in cash to the man bringing to his store during the week the largest number of women on one

wagon. The result was that nearly every woman in the town and for miles around, visited that store during the week.

A well-known firm of druggists used the following advertising scheme with good results. Through the mail they sent to their customers an ordinary sliding paste board box in which were five peanuts. As the box contained no name or label the recipient was inclined to look upon the matter as a joke. The peanuts had been deprived of their kernels and a tightly folded circular inserted in their place which read as follows: "It's no joke! We have the largest and the best stock of Pure Drugs in this city. Push and Prosper, Honesty, Ky."

Couldn't Be Undersold.

A western merchant who has been annoyed somewhat by the extravagant claims of a competitor regarding low price advantages, sarcastically goes him one better by advertising that his clerks have agreed to work for nothing, that his landlord has agreed to charge him no rent, the mayor has knocked off the occupation tax, the commissioners have rebated his tax, he has saved freight by an explosion in the factory which blew the goods right into his store, and instead of selling goods "below cost" he will give them away.

Knowing It All.

A sure misfit at the head of any business is the man who "knows it all." If you have selected your store assistants with care give them credit for intelligence and possible new ideas. Consult with them occasionally and don't be above accepting a suggestion from them if you know it to be a good one. Your very self-sufficiency may blind you to leaks and defects in your business system that are apparent to your least important clerk.

Premiums for Mothers.

The following advertisement appeared in a Christchurch (N. Z.) contemporary:

"To the first mother of living twins, born in October next, Butcher will present a handsome teapot.

"To the first mother of living triplets, born in October next, Butcher will present a beautiful marble clock.

"To the first mother of living quadruplets, born in October next, Butcher will present a handsome diamond ring.

"The mother of any number beyond four can take the shop and its contents."

—Good luck is the willing handmaid of upright, energetic character and conscientious observance of duty.



(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
TAMPA, FLA.

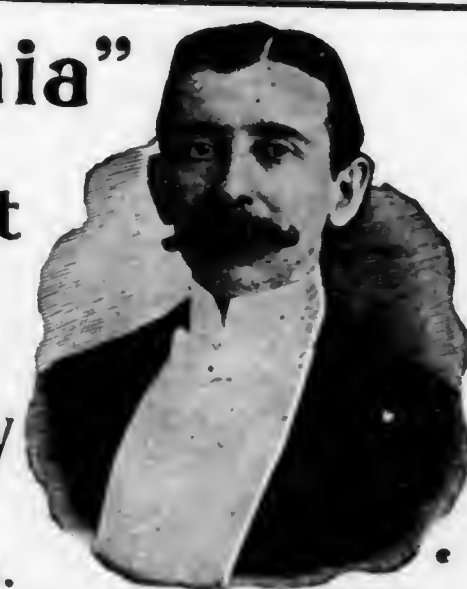
HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with
the Wholesale and Jobbing Trade.

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.



HIGH-GRADE CIGARS

Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

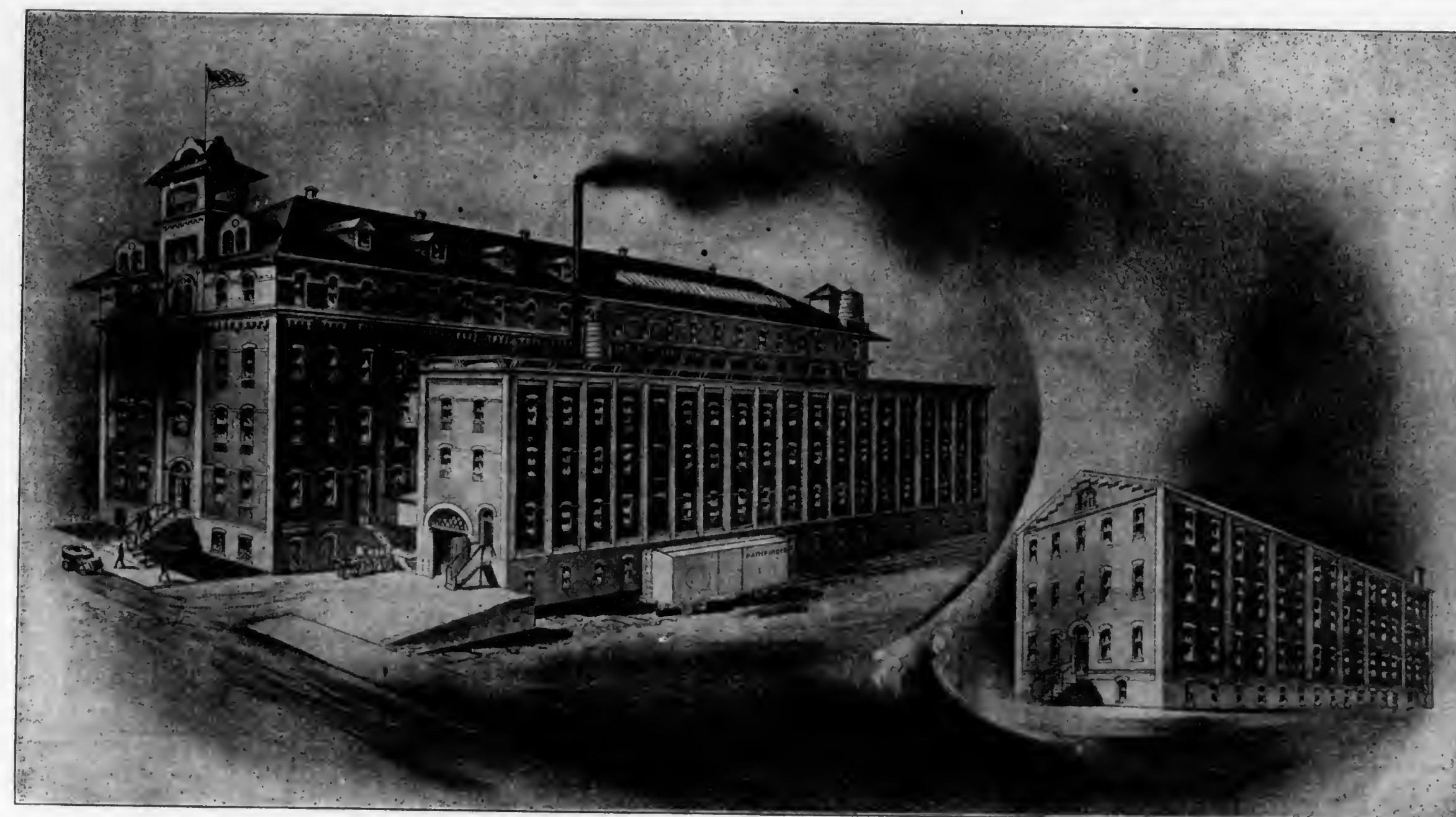


Recommended for Their Exquisite Aroma and Excellent Workmanship.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
— THE TOBACCO WORLD —

Established 1880.

FACTORIES OF W. K. GRESH & SONS.



W. K. Gresh & Sons of Norristown, Pa., have two cigar manufacturing plants, both of which are shown in the half-tone engraving appearing in this issue of The Tobacco World. In comparison with the larger factory the smaller one seems almost insignificant. Nevertheless the latter is among the largest buildings of the kind in the State and it bears to very

many similar establishments a position just the reverse of its relation to the principal Gresh business structure. When men who are now very near their "three score and ten" were exercising the voting privilege for the first time Mr. W. K. Gresh started the business, which has gained in strength and prosperity with each succeeding year.

When Fort Sumter was fired on, Gresh cigars had been on the market three years, and there is little doubt that when the centennial anniversary of that historic occasion is celebrated, Gresh cigars will still be as popular as ever. At first the Gresh factory's output was delivered in lots no larger than a man could conveniently carry, but ten years ago, when the present main plant was

established, a site near the railroad was a necessity, shipping in car-load lots having already been begun. The junior members of the firm, Messrs. H. C. and W. P. Gresh, have done much towards extending the popularity of the brands produced, the principal ones being the El Paterno and Pilgrim Fathers, ten cent goods, and the Pathfinder and Sight Draft, selling at five cents each.

PORT OF NEW YORK.
IMPORTS
Arrivals at the port of New York from foreign points during the week ending March 5, 1904.

Smyrna.—M. L. Herzog & Co., 128 bales tobacco.
San Juan.—American Cigar Co., 200 bales cigar cuttings; Rojas, Perez & Co., 3 cases; cigars; Cuban & Pan American Express Co., 4 cases cigars; Austin Baldwin & Co., 2 cases cigars; American Tobacco Co., 49 cases cigars, 10 do. cigar-ettes; S. E. Hyman & Co., 2 cases cigars; R. A. Manrique, Sola & Co., 3 cases cigars; Cadiz Cigar Co., 4 cases cigars; G. W. Sheldon & Co., 3 cases cigars; Levi, Blumenthal & Co., 17 bales leaf tobacco; Cayey, Coquar Tobacco Co., 3 cases cigars; C. D. Stone & Co., 10 cases cigars; Mateo Rucabado, 10 cases cigars; Retail Cigar & Tobacco Association, 4 cases cigars; Porto Rico Co., 10 cases cigars; A. S. Lascelles & Co., 31 cases cigars; American Trading Co., 12 cases cigars; West Indies Cigar Co., 19 cases cigars; Durlach Bros., 10 cases cigars, 25 bales scrap tobacco; American & West Indies Trading Co., 35 cases cigars; R. A. Moringues & Co., 4 cases cigars; G. W. Sheldon & Co., 14 cases cigars; American West Indies Trading Co., 25 cases cigars; F. Bonilla & Co., 5 cases cigars; C. D. Stone & Co., 14 cases cigars; M. Rucabado, 14 cases cigars; Cadiz Cigar Co., 5 boxes cigars; P. R. Co., 5 cases cigars; J. Cohn & Co., 32 bales tobacco; Durlach Bros., 34 bales tobacco, 11 do. cigars; A. S. Lascelles & Co., 7 cases

cigars; American Tobacco Co., 3 cases cigars.
Havana.—Havana Tobacco Co., 1 case cigars and cut tobacco; James E. Ward & Co., 5 cases cigarettes and picadura, 7 cases cigars.
Bremen.—Otte Malchow & Co., 20 seroons leaf tobacco.
Rotterdam.—A. E. Outerbridge & Co., 1 case cigars.
Vera Cruz.—W. H. Steele & Co., 1 case cigars.

SUMATRA TOBACCO.
Str. Rotterdam, arrived March 2.
E. Spingarn & Co. 115 bales
L. Schmid & Co. 74 "
L. Loeb & Co. 32 "
A. Cohen & Co. 15 "
H. Duys & Co. 11 "
A. Blumlein & Co. 10 "
S. Rossin & Sons 7 "

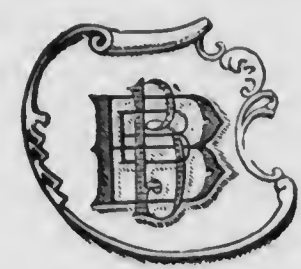
HAVANA TOBACCO.
Str. Morro Castle, arrived March 1:
(1,891 bales; 149 bbls.; 91 pkgs.)
James E. Ward & Co. 867 bales
E. Regensberg & Sons 231 "
B. Rosenbluth 207 "
S. Rossin & Son 173 "
Cho & Rivira 153 "
F. Miranda & Co. 60 "
Fred D. Grave 50 "
Starlight Brothers 35 "
Hinsdale Smith & Co. 30 "
Mendelsohn, Bornemann & Co., 20 "
A. Blumlein & Co. 15 "
Guedilia & Co. 14 "
L. Friedman & Co. 10 "
Manrara Bros. & Co. 9 "
S. L. Goldberg & Sons 8 "

Simon Auerbach & Co. 5 bales
I. Bijur & Son 4 "
James E. Ward & Co. 91 bb's.
E. Regensberg & Sons 30 "
F. Miranda & Co. 28 "
American Cigar Co. 64 pkgs.
Hilson Co. 27 "
Str. Esperanza, arrived March 6.
(976 bales; 25 bbls.)
James E. Ward & Co. 510 bales
S. Auerbach & Co. 172 "
Brown Bros. & Co. 112 "
F. Garcia Bros. & Co. 50 "
Steindler Bros. 40 "
N. Gunther 30 "
Loeb-Nunez Havana Co. 25 "
F. Echner & Co. 15 "
Monteviano & Co. 14 "
M. S. Arrue 5 "
Atwater & Carter 2 "
R. G. Dyer 1 "
James E. Ward & Co. 25 bbls.

HAVANA CIGARS.
Str. Morro Castle, arrived March 1:
James E. Ward & Co. 326 cases
Havana Tobacco Co. 247 "
Park & Tilford 18 "
E. Y. Skinner 15 "
G. S. Nicholas 13 "
Stiner & Son 5 "
Michaels & Endemann 5 "
Calixto Lopez & Co. 3 "
A. Hollander & Co. 3 "
National Cuba Co. 3 "
L. J. Spence 2 "
G. W. Sheldon & Co. 2 "
A. E. Outerbridge & Co. 2 "
A. D. Strans & Co. 1 case
Crossman & Siecken 1 "
C. H. Wyman & Co. 1 "

SMALL-POX PRECAUTIONS.
Destruction of Cigars and Tobacco in an Ohio Town.
Piqua, Ohio, March 5.—Tobacco and cigars to the value of \$116.50 were destroyed last week at the cigar store of Henry Alsmeyer on North Main street. Constable W. R. Genslinger, Henry Philippi and D. S. Wainhoff, who had been duly sworn as appraisers by Mayor Cron, proceeded to Alsmeyer's store and burned all the cigars which had been made by Chas. Schoerlke, now a small-pox patient, who was employed at the place, together with all of the tobacco he had stripped. The goods destroyed consisted of 3005 cigars and 62 pounds of tobacco of different grades. After the work had been done Alsmeyer was given permission by Health Officer Kitzmiller to reopen his store.
The appraisers were accompanied by Perry Waite, deputy internal revenue collector for this district, who had received instruction from the chief deputy collector at Columbus to remit the tax on the goods destroyed.
Mr. Waite when informed of the desire of the health department to destroy the goods, asked for instructions from Columbus, and he was advised to "carry out any orders received from the local health officer."
There seems to be a difference of opinion as to who will have to reimburse Alsmeyer for his loss, some who claim to be informed alleging that the State is liable in a case of this kind. In the opinion of Dr. Kitzmiller it is a charge against the city, just as any other expenses connected with the proper protection of the public from the spread of contagious disease.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haevserrmann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
Tobacco
120 North Third Street,
Philadelphia.

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF
Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3023.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MVNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: Reina 20, Havana P. O. Box 98
"Angel," Havana

GUESS-WORK STILL THE RULE IN HAVANA.

Although the Crops Are Now Far Advanced, Conjecture and Surmise Prevail
Instead of Certainties.

HAVANA, February 29, 1904.

The Havana market during the past week has been quite active again, not so much on account of purchases by the American buyers as through the continued activity of the local manufacturers who are absorbing all the remaining stocks of factory vegas of Vuelta Abajo and Partido wrappers. Prices are beginning to show more firmness, and dealers are less anxious to part with the stocks still in their possession, particularly as the opinion seems unanimous that with very few exceptions the new crop will not be workable by the Havana factories before August or September. The gist of the various reports from different parties is that nobody seems able to prognosticate with any degree of accuracy what the 1904 crop may finally turn out to be. The Vuelta Abajo and Partido sections have produced a large quantity of leaves, and it may be safe to say that after the tobacco is packed and has undergone the sweating process in the bales there will be enough serviceable tobacco to go around. Prices may be somewhat easier, but not as low as some people are apt to imagine, unless the poor grades are included. That there will be much faulty tobacco seems also a foregone conclusion, as the temperature has not favored the growth nor the drying-off uniformly, and for this reason some allowance has to be made. Wrappers may be in better supply; still, that there will be a surplus is doubtful, particularly if poorer colors and not perfectly burning leaves have to be discounted, and taking into consideration that the increased demand has not been equalled by a larger production. Owing to some rains and moisture (blandura) in the Vuelta Abajo and some sections of the Partido district a few escojidas may start this coming month upon the very early cut tobaccos. When these bales arrive something more may be learned as to the outcome of these growths, although even then they ought not to be taken as a criterion of the whole crop, any more than the few bales of "libra de pie" now in Havana give an index to what may be coming later on. The Remedios crop has been a failure in some districts, in others it is said to be of a very fine quality. Taken as a whole in quantity, it is said to be less than last year up to now. However, as cutting has commenced only lately and will last into April, under favorable circum-

stances, there is time yet for a possible increase if some showers should fall. The packing season may not open until June, as usual. Prices for Remedios will be higher, as at the figures paid for last year's crop farmers cannot exist. Sales amounted to 5400 bales in all—3800 Vuelta Abajo, 600 Partido and 1000 bales of Remedios. For export to the United States 2000 bales were taken out of the market, while the local cigar and cigarette manufacturers supplied themselves with 3400 bales.

BUYERS COME AND GO.

Arrivals—John Boltz, of Boltz, Clymer & Co., Philadelphia; Herman Vetterlein, the well known broker of Philadelphia; Felix Eckerson, of Felix Eckerson & Co., Philadelphia; A. Blumenstiel, of Levi, Blumenstiel & Co., New York; Fred Oppenheimer, of New York; Harry Rothschild, of Rothschild & Bro., New York, Detroit and Havana; R. G. Cameron, of the Waldorf-Astoria Co., New York; Michael Friedman, of Montoya & Co., Chicago; B. Perlman, of B. Perlman & Co., Baltimore, Md.

Departures—Avelino Pazos, for New York; E. Regensburg, for New York; M. Regensburg, for New York; J. P. Hemmeter, for Detroit; A. L. Cuesta, for Tampa, via New York.

CIGAR MANUFACTURERS.

Havana cigar manufacturers continue to enjoy a good demand for their output from all parts of the world. H. Upmann & Co. have been compelled to seat more cigarmakers. Behrens & Co. report business as brisk, they having received, among others, one order for 200,000 cigars this past week. Rabell, Costa, Vales & Co. are busier than ever. Enrique Dorado & Co. have increased orders from the United States.

BUYING, SELLING, ETC.

Rabell, Costa & Co. sold 500 bales of Vuelta Abajo to local factories.

A. L. Cuesta secured some 300 bales of fine Vuelta Abajo for his firm of Cuesta, Reyes & Co., Tampa.

Sanchez & Cueto closed out 500 bales of Vuelta Abajo factory vegas.

Rodriguez Arguelles & Co. were heavy buyers of Vuelta Abajo fillers for their Romeo y Julieta factory, they having purchased fully 1500 bales during the month of February.

Aixala & Co. disposed of 450 bales of Vuelta Abajo and Partido to local and Northern buyers.

Felix Eckerson is hard at work to find suitable goods for his firm.

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST
OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZAIDCO

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles." Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers
and Dealers in Leaf Tobacco
Figuras 39--41,
Havana, Cuba.
Cable Address:
"Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Fernando Fernandez & Co. turned over 450 bales of their Vuelta Abajo holdings.

John Boltz, with the assistance of his broker, Herman Vetterlein, secured some very choice Vuelta Abajo vegas which had been reserved for him.

Sobrinos de V. Diaz sold 400 bales of all kinds of leaf, Vuelta Abajo, Partido and Remedios, to Northern buyers and local factories. They will start their escogida of their farm "El Mamey" in the month of March, as they have enough bundles in "pilon."

Sobrinos de A. Gonzalez disposed of 400 bales of Vuelta Abajo and Remedios, some to the United States and others to manufacturers here.

E. and M. Regensburg did not leave empty-handed, either, as they managed to secure some choice fillers for their factory.

Jose F. Rocha cleared out 300 bales of Vuelta Abajo.

Jose Menendez had no trouble in finding purchasers for 300 bales Vuelta Abajo and Partido.

Jorge & P. Castaneda sold the balance of their Vuelta Abajo holdings consisting of 200 bales.

The Loeb-Nunez Havana Company disposed of 150 bales of Remedios to Northern buyers.

H. Upmann & Co. shipped 500,000 cigars this past week.

Receipts of Tobacco from the Country.

	Week Ending Feb. 27.	Since Jan. 1.
Vuelta Abajo	119	1,727
Semi Vuelta	—	158
Partido	161	1,750
Matanzas	60	68
S. Clara & Remedios	393	3,900
Santiago de Cuba	—	242
Total	733	7,845

Lancaster's Exhibits.

Preparations for the St. Louis Fair—Sale of Bankrupt Estate.

Lancaster, Pa., March 8, 1904.

Business during the past week was of a fair general average, so far as volume is concerned. A large majority of the sales, however, were of small quantities. Among the packers several sales of over a thousand casss were consummated.

The buying of the new crop has been more lively of late, and considerable quantities of leaf are now being received at different packing warehouses throughout the city. The average price remains at about 8 and 2 cents.

The last meeting of the Lancaster County Tobacco Growers' Association was a rather animated affair. Some discussion having arisen as to whether the growers and packers were to make a combined exhibit at St. Louis, or each

branch an exhibit by itself, it was finally decided that each would make its own exhibit under State direction. Another meeting of the Growers' Association will be held on Monday, May 9.

The bankruptcy sale of D. B. Long & Son, Inc., took place on Friday last, in the factory premises on Sixth street, Lebanon. It included the factory and office fixtures, stock of tobacco, etc. The sale was not very largely attended. John H. Witter, of Newmantown, E. L. Nissley, of Florin, M. H. Bare and J. E. Sherts, of J. E. Sherts & Co., T. D. Shertzer and D. B. Hostetter, all of Lancaster, and W. W. Stewart, of Reading, were among those present. The factory equipment, save a few molds, was bought by D. B. Long in its entirety. Truman D. Shertzer bought one bale of Sumatra tobacco and 22 cases of seed leaf. John H. Witter bought the "Daniel" label, for about \$200, and the "Sportsman" was bought by D. B. Long at about the same figure. It is estimated that about \$2,000 was realized at the sale.

John Slater, of Washington, Pa., spent a week here at the factory headquarters of John Slater & Co., returning to his home on Friday night last.

M. R. Engle, son of Michael H. Engle, leaf dealer, of this city, was married some days ago, at Washington, D. C., to Miss May B. Hawthorne, of this city.

L. P. Kimmig & Co. have purchased a crop of 24 acres of 1903 tobacco from J. E. Mann, of Manor township, at 8c.

J. E. Sheppard, of Hartford, Ct., was in this city last week with a line of Connecticut tobaccos. Leon Jandorf, representing Kaiser & Brasberg, of Buffalo, N. Y., was also a visitor here.

Was Popular in Reading.

The late Oscar G. Boehm, of the Firm of Bremer Brothers & Boehm.

Reading, Pa., March 8, 1904.

The sad news of the somewhat sudden death of Oscar G. Boehm, of Bremer Brothers & Boehm, leaf tobacco dealers at Fifth and Washington streets, this city, reached the trade early on Friday morning last, and was a great shock to his many friends here. A representative of The Tobacco World was the first to bring the news to the attention of some of the firm's oldest customers in this city, all of whom expressed the deepest sympathy and the most profound regret.

Oscar, as he was familiarly called by his more intimate acquaintances, was

(Concluded on page 23.)

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA.

HENRY RINDSKOPF,

DEALER IN

Sumatra, Havana
and Domestic

LEAF TOBACCO,

30 North Sixth Street,
READING, PA.

Havanola Fillers

(American Havana) are THE FINEST ever offered
Cigar Manufacturers.

You Should Try Them.

A GOOD LINE OF

Imported Havana,

ESPECIALLY SELECTED FOR THIS TRADE.

Come and See It.

2-17-4

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

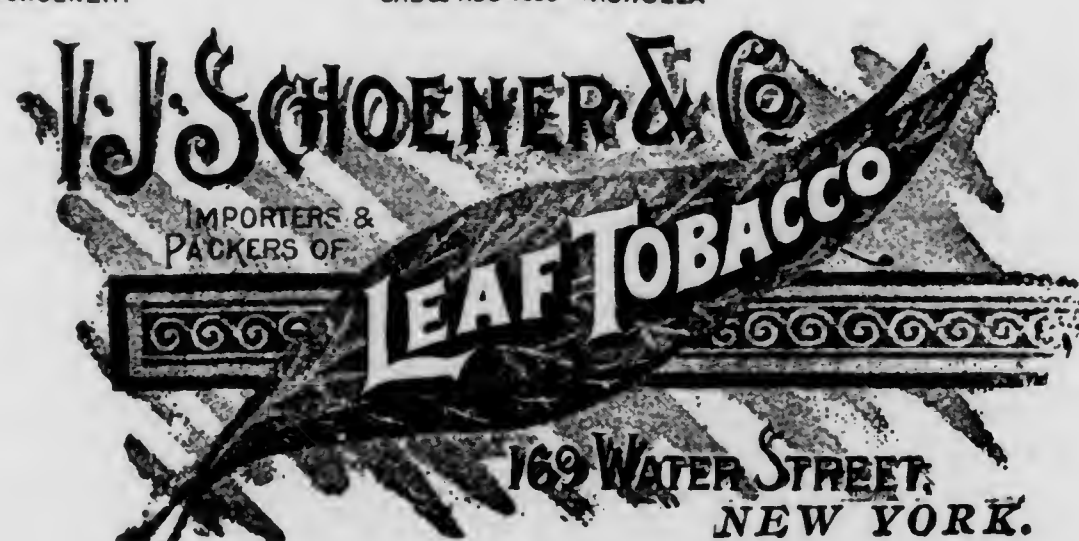
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

J. J. SCHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE
NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Established 1840.

Cable "N.Y.P." "

Hinsdale Smith & Co.

Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco

125 Maiden Lane,
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS
AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON
Importers of HAVANA
and Packers of LEAF TOBACCO
197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP.

Cifuentes & Co., a new firm, has leased five floors and basement at 271 Pearl street and will manufacture clear Havana cigars.

M. E. Flaherty, of 10 Burling Slip, will represent the consolidated Porto Rico houses of M. Sola E. Hijos and Arguelles Manrique & Co.

By the middle of April the United Cigar Stores Co. will have its administrative offices and its main distributing bureau located in the six story building at 141-145 East 18th street.

George W. Kruger cannot be found at 20 Burling Slip, where he conducted a cigar factory, and his employees are mourning the loss of ten days' pay and the disappearance of the last 3,000 cigars made by them.

Recently incorporated: Joe H. Levy & Co., New York; deal in cigars, tobacco, etc.; capital, \$5,000. Incorporators: Francis R. Foraker, David J. Gallert and O. Taffler.

Interurban Cigar Co., New York; manufacture tobacco, cigars, etc.; capital, \$2,500. Incorporators: Samuel Vunk, Thomas Monaghan and L. Gilbert Wands.

Announcement is made by the Chicago Referee in Bankruptcy that on February 5 Sutter Brothers, Inc., were duly adjudicated bankrupt; and that the first meeting of the creditors will be held at room 637 Monadnock Block, in Chicago, on the 15th day of March, that the creditors may prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before said meeting.

A petition in bankruptcy has been filed against Salim Milan, manufacturer of shaving brushes and importer of Turkish tobacco, at 60 Washington street, by the following creditors: Bogert & Hopper, \$252; F. W. Von Stade, \$521, and Geo. V. Demarest, \$25. It is alleged that he has committed an act of bankruptcy by making an assignment. Judge Holt of the United States District Court appointed Frederick Wesson receiver of the assets, which are estimated at \$2,500.

In Trenton, Vice Chancellor Reed has filed an opinion in the case of Camille Weidenfeld against the Universal Tobacco Company. Weidenfeld sought to prevent the court making an order dismissing the suit brought by McAlpin and others against the tobacco company. McAlpin's suit, which involved a stock and bond transaction, was settled out of court and Weidenfeld claims he was not consulted. The Vice Chancellor's decision sustains Weidenfeld's right to have his case presented to the court.

Discrimination against cigarette smokers is made for good reason in various employments, and a flat footed official declaration has just been launched upon its travels that they are not wanted in the city's Fire Department. Its portal is not arched with the grim inscription, "All smoke abandon ye who enter here." The friendly briarwood is left and the hard pulling "two fer," with some other regulation censors of the weed. But for the cigarette men the motto of the service is "Quit or git"—rhyme and reason shut up in its brevity as in "the posy of a ring."—Tribune.

Leonard Friend, of 65 East Seventy-fifth street, and Gustav Friend, of 150 West Seventy seventh street, who were partners in the firm of E. & G. Friend & Co., wholesale tobacco dealers, at 129 Water street, up to May, 1896, have filed a petition in bankruptcy, with liabilities of \$99,868 and no assets. The debts were contracted from 1890 to 1896 for merchandise and borrowed money. Among the creditors are the estate of B. Hamburger, \$28,000; Mrs. C. Newurtler, \$11,500; A. Worms, \$10,000; Silas Spornborg, \$8,000; Gersen Mayer, \$5,054, and Elias Spingarn, \$4,541.

A parrot which chews tobacco but does not swear belongs, says the Brooklyn Eagle, to Henry Eberhardt, who runs a hair dressing establishment in the savings bank block at the corner of Atlantic avenue and Clinton street. She rejoices in the simple name of "Polly" and never occupies a cage, except at night. All day long Polly can be seen on an open perch through the big plate glass window on Clinton street. In the summer time

Polly flies just outside the window when a thunder storm comes up and greatly enjoys a shower bath. Polly, although 9 years old, has never made an attempt to escape and probably never will. Whenever she sees a man in the shop eating she follows him around and teases to the best of her ability. She likes candy, is fond of coffee and will pick a meat bone clean. If she sees a man take a chew of tobacco, she wants a little, too, turning a bit of plug in her bill as she would a nut.

About the last place in the world where one would expect to find a vehement and thorough-going defense of the cigarette is in a paper written by doctors for doctors, and yet a defense of exactly that kind appears in the current issue of The New York Medical Journal. "The cigarette, per se," says this authority, "is the least injurious method of using tobacco," and even the inhalation of cigarette smoke is declared to be far less baleful than is commonly supposed—or at least commonly asserted. "Inhaling," we read, "does not, as many people seem to think, fill the lungs with smoke; that is a physiological impossibility. At most the larynx and upper part of the trachea may be touched. The larger area of mucous membrane thus exposed to absorb nicotine is more than offset by the extreme comparative mildness of the cigarette." The Medical Journal admits that the cigarette has the dangerous fault of lending itself to almost continued use, so that the smoker does not give his system time to recuperate from the narcotic effects of the herb, but that is as far as it will go. It ranks the relative injuriousness of the various forms of tobacco indulgences as follows: "The most powerful effects of tobacco are to be obtained through the disappearing habit of chewing. Next in order we should place the use of the cigar, which includes both smoking and chewing. The non-absorbing porcelain pipe, the briar, the clay cutty, and the porous meerschaum continue the descending scale, which ends with the much maligned yet comparatively harmless cigarette. How absurd, yet how consistent with the tactics of 'antis' in general, would be a law to forbid the sale of cigarettes and to allow that of every other form of tobacco!"

An announcement in the last issues of two of the local trade papers is that Jacob Horwitz, President of the United Dealers Cigar and Tobacco Co., had proposed to bring about a consolidation of that organization and the organization from which its members recently seceded, provided he were paid \$1,000, and given \$1,500 worth of stock in the latter and elected a director of the latter in place of Fred B. Aschner. This is denied in the following letter:

To the Editor of The Tobacco World:

Please inform your readers that the statements made in "Tobacco" and "The United States Tobacco Journal" in their issues of last week to the effect that I had proposed to sell out the United Dealers' Cigar and Tobacco Co. to the Retail Cigar and Tobacco Dealers' Association is a lie.

Under our charter I have no power to sell, elect, form a trust or amend the constitution and by laws without the consent of a majority of the voters. Our charter is entirely different from that of the other organization named above. The third paragraph prohibits such acts and our members would never accept such an outrageous proposition. We are becoming stronger every day and I can positively assure you that ninety-nine per cent. of the dealers of Greater New York are in sympathy with me and our movement.

The charter of the United Dealers Cigar and Tobacco Co. calls for equality, and the eighth article of its constitution and by-laws calls for the removal of any officer at any time at the will of a majority of the voters; and this is sufficient proof that no one or two officers can sell the organization to pirates. The thief who mounts a horse shouts "Stop thief!" when pursued by the owner.

I am no longer in hope that the Retail Cigar and Tobacco Dealers' Association will ameliorate the conditions of the retailers. The officers formed a trust of their own by electing themselves and amending the constitution and by-laws, and started the Association in the cigar business in spite of the protests of its members. Besides, they have adopted a scheme to levy a revenue from the small retailers by forcing use of stamps on independent goods. The amount of such revenue will exceed \$100,000 per annum. Who will get this graft?

JACOB HORWITZ,
United Dealers' Cigar and Tobacco Co.
New York, March 7, 1904.

An Exceptional Line of Union-Made Goods

THERE seems to be a steadily increasing demand for the products of some of the union cigar factories of this State, while, with some others the trade is apparently rapidly falling off. There is undoubtedly, always a cause for such fluctuations, but just what may be the cause is not always easy to specify.

Among the earlier beginners in the union system was the firm of H. J. Roth & Co., of McSherrystown Pa., who are operating today one of the busiest factories in the State, for which they claim the distinction of being the largest of its kind in that section of Pennsylvania.

They commenced business in the year 1894,

the selection of labels and other trimmings, calculated to produce the most attractive packages possibly obtainable. The firm now has on the market an exceptionally large line of goods, among their more prominent brands being

UNION BEE, JUDGE HENDERSON, BENJ. WHEELER, ANNE HYDE, FREDERICK JAY, BONILLA,



and they have always catered entirely to the wholesale and jobbing trade, and to whom they again extend a cordial invitation to open correspondence.

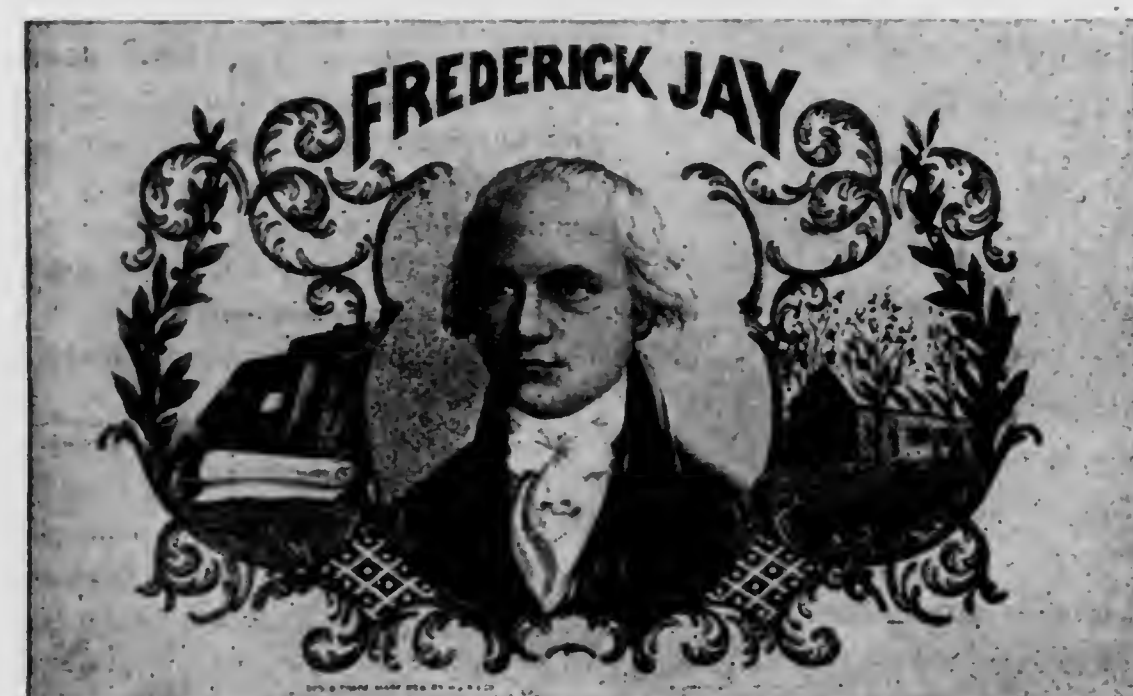
Tobacco by Train-load.
Last week the Norfolk & Western Railroad started from Durham, N. C., a train

The Judge Henderson is somewhat more conventional in design, but appropriately so. Richard Henderson was at one time a Judge in the Superior Courts of North Carolina, and having become more or less notorious by his adventure some transactions, he was subsequently deposed by insurrectionists, but he succeeded in gaining more fame by establishing an independent government in Transylvania, and by some was regarded

this worthy purpose, there is little reason to doubt.

To mention the other brands again, we may add that Benj. Wheeler is President of the University of California, Anne Hyde was Queen of Great Britain for a few hours, Frederick Jay was a signer of the Declaration of Independence, and Bonilla was President of Honduras.

The efforts of the firm are directed almost exclusively in the line of nickel and



and at frequent intervals were compelled to increase their facilities. About six months ago an additional factory, with a daily capacity of about 50,000 cigars, was put into operation by them.

The one point which this firm has always maintained is that they are not selling their goods only on the sentiment of the union label but that the goods were backed by quality of material and workmanship. It seems quite evident, from the extensive trade which they now enjoy, that their patrons have become convinced of the facts.

In addition, an unusual amount of care and excellent taste has been exercised in

reproductions of the labels of which are shown herewith. With the exception of the first two, the brands have all been successfully launched, and are now duplicating readily. The Union Bee is one of their later additions, but it is said to be meeting with only the most favorable comment. The idea intended to be conveyed is probably that the goods offered under this label will be found by the working classes as attractive as honey is to the industrious bee—an idea, certainly, not ill-advised; and furthermore, that the workingman will find a full measure of comfort and solace in this brand of H. J. Roth & Co.'s product.

as the Father of the Commonwealth. This proprietary government was afterwards overthrown by the States of Virginia and North Carolina, but the company formed by the Judge was granted certain lands, which were later also disposed of, when he resumed the practice of the law in Granville county, N. C. He died in comparative comfort in 1785, at the age of fifty years.

It will be observed that this firm, in its selection of labels, has adopted both sentiment and history, the one object apparently being to please the consumer by one or the other of them. That they have admirably succeeded in achieving

consisting of 30 cars, all loaded with "Duke's Mixture," the entire lot of tobacco being a purchase made by Messrs. Sprague, Warner & Co., wholesale grocers, of Chicago, Ill. Durham, where this tobacco is manufactured, is the famous tobacco town situated in the Golden Tobacco Belt of North Carolina. "Duke's Mixture" was named many years ago for J. B. Duke, the famous tobacco man, and its enormous growth has made it his pet, consequently the greatest care is exercised in its manufacture. This shipment contains 2,880,000 single packages of tobacco, and would furnish a package to each soldier of the armies of the United States, England, France, Germany, Italy, Austria and Russia.



TO ELECT DELEGATES.

The annual meeting of the Philadelphia Leaf Tobacco Board of Trade will be held at the Harris Club on the fifteenth instant. In addition to officers, delegates to the annual meeting of the national association to be held in St. Louis will be elected.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of February were for—

Cigars	at \$3.00	\$136,671.36
"	"	17.82
Cigarettes	"	54
"	"	120.15
"	"	1.08
"	"	4,460.67
"	"	3.00
"	"	30.00
Snuff	"	06
"	"	22,214.70
Tobacco	"	06
"	"	6,369.05
Total	"	\$169,883.75

TOBACCO GROWING IN FLORIDA.

From the Jacksonville Times Union—Julius Hirschberg and Charles C. Rosenberg of the El Provedo Cigar Company on Thursday sold fifty bales of their home grown, shaded tobacco to Northern parties. This wrapper tobacco was grown on their plantation thirteen miles from Tallahassee. This year they will operate their Lake Jackson plantation, with thirty-five acres under shade. They sell their entire crop every season, using only imported Havana tobacco at the El Provedo factory.

PRICE REDUCED FOUR FIFTHS.

Although Lillian Russell is still a beautiful woman, it is a long, long time since she did patie-cake for mamma and a long time since she was first old enough to be trusted with a night key. It is also a long time since she gave Seidenberg & Co. permission to use her name for a brand of cigars—well on towards twenty years, in fact. Lillian Russell cigars are still heavily advertised and the price—in Philadelphia, as well as elsewhere—is now three cents. Very many smokers have the impression that the Lillian Russell never sold for more than five cents, but as a matter of fact, Lillian Russell cigars originally sold at fifteen cents each. Few, if any, brands of cigars have ever been given more elaborate packing than was originally given to the Lillian Russell. Not only was every cigar wrapped in tin-foil with a portrait band outside the foil, but every box contained a high-art lithographic portrait of Miss Russell—still Miss Russell, despite

the fact of her having had three husbands—; also a lithographed fac simile of the letter in which she gave the manufacturers permission to use her name.

CIGARS GIVEN AWAY.

Last Saturday night, at the new store of the Pennsylvania Cigar Stores Co., at Seventh and Market streets, estimate cards which had been deposited at the store the preceding Saturday were sorted, with the result that W. R. Adams was found to be entitled to one ten-cent cigar daily for three months, O. F. Ferry to one ten cent cigar daily for two months, and others to one five-cent cigar daily as follows. A. Freum, three months; E. Reynolds, two months; H. Green, Theodore D. Miller, J. L. Russell, E. F. McNellis, Mcneich Gordon, one month.

Five thousand cards had been distributed each entitling the holder to a five cent cigar on Saturday last and a guess as to the total number of cigars to be so redeemed. The total of the redemptions was 516. The nearest guess was 524. The next seven were each 500 and the awards in these seven instances were made by lot. William B. Derr and Charles Hemmelwright guessed 534 each, and each will receive a five-cent cigar every other day for one month. The highest guess was 78,000 and the lowest was 25. Another trade booming scheme at this store is in issuing a coupon with every sale, the coupon not only being redeemable with premiums, but possibly entitling the holder to a share in a monthly distribution. Each month announcement will be made that all coupons issued on a certain day of the preceding month will be redeemed at their face value.

THE LATE OSCAR G. BOEHM.

The kindly feeling existing among the Philadelphia dealers in leaf tobacco was manifested by the manner in which the news of the death of Oscar G. Boehm was received. The announcement came as a shock, not only because the death was both sudden and unexpected, but also because of the fact that, despite their rivalry in business, there exists among the members of the local Leaf Tobacco Board of Trade a feeling of loyalty and good will towards one another, and the death of one of their number comes home to all as a personal loss.



OSCAR G. BOEHM.

Mr Boehm was one of the most valued members of that organization and one whose cordiality of manner, geniality of temperament and pronounced ability long since won for him that regard which every business man recognizes as the reward of high personal character and honorable dealing. A few hours after the emblem of mourning placed at the entrance to the establishment of Bremer Brothers & Boehm gave the merchants of that thoroughfare the knowledge that a member of that firm had passed away, a meeting of the members of the Philadelphia Leaf Tobacco Board of Trade was held at the office of Young & Newman to take action on the death of Mr. Boehm. Excepting those members who were out of the city, there was hardly an absentee, those present being John R. Young, George W. Newman, J. S. Batroff, Harry Hirschberg, George Burghard, J. W. Eckerson, John T. Dohan, L. Bythiner, M. Rosenberg, George W. Bremer, S. Weinberg, Adolf Loeb, J. Prince and E. A. Calves.

After calling the meeting to order President Young said: "The Philadelphia Leaf Board of Trade has just been notified of the death of one of its members, Mr Oscar G. Boehm. The announcement comes as a surprise to all of us. We have known him for years as a man of the strictest integrity, as a man whose good will towards all was constantly manifested and as an upright merchant. What is true of him is just what we would all like to have said of us, I believe. Mr. Boehm was born in Germany, March 8, 1866, and had not quite completed his thirty-eighth year. He came to this country as a child and when still very

young entered the employ of Lewis Bremer & Sons with whom he remained until 1894 when he associated himself with George W. Bremer, Jr., and Walter T. Bremer, since which time he has been a member of the firm of Bremer Brothers & Boehm. We all knew him, we all respected him and we all deeply regret the occasion for this meeting."

Messrs. Rosenberg, Hirschberg and Burghard were appointed a committee to procure a floral tribute from the Board and a vote providing for representation of the Board at the funeral services was passed, after which the following were adopted:

Whereas: It has pleased Our Heavenly Father, in his infinite wisdom, to call unto himself our former member and friend, Mr. Oscar G. Boehm, and

Whereas: The honorable life of our friend, and our many years of association with him as a merchant, demand that our organization testify to the world our appreciation of the privilege which has been accorded us of having been permitted to know and associate with him, and

Whereas: We recognize that his successful career as a merchant, has been the result of a life of integrity and honesty, therefore be it

Resolved: That the Philadelphia Leaf Tobacco Board of Trade bow in humble submission to the will of Almighty God in removing from us our friend and fellow merchant.

Resolved: That we will always revere his memory and accept his life as an object lesson of the result of a merchant's strict adherence to honor and integrity, and

Resolved: That we extend to the family of our deceased friend our heartfelt sympathy in this their great loss, and

Resolved: That an engrossed copy of these resolutions be presented to the family, that they may be spread upon the minutes, and published in the daily and trade papers.

J. S. Batroff, John R. Young, Secretary, President.
Max Bamberger, Louis Bythiner, John T. Dohan, S. Weinberg, J. W. Eckerson.

The funeral of Mr. Boehm was held Monday afternoon, the services at the family home in Camden being attended by Messrs. Young, H. Hirschberg and M. Rosenberg, of the Philadelphia Leaf Tobacco Board of Trade, also by Benno Rosenwald and Howard Stevenson of E. Rosenwald & Brother of New York, besides many family and other business friends. Flowers were contributed in profusion, one such tribute coming from the organization above named and one from Howard Stevenson, John A. Kinney,

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

If you want a **LEADER**

in Union-Made Cigars,
WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

Louis Eisenbrand and Louis Mueller. The pall bearers were Walter T. Bremer, George W. Bremer, William Deeg, Morris Rosenberg and two members of Trimble Lodge, F. & A. M., of which, as well as of a Scottish Rite Consistory, Mr. Boehm was a member. Mr. Boehm was also a member of the Young Maennerchor. Mr. Boehm's illness lasted only from Monday until Friday and was due to inflammation of the brain. He is survived by a widow, a mother and a sister.

MOSTLY PERSONAL.

Morris D. Neumann, of M. D. Neumann & Co., is back from his western trip.

Nelson Eberbach, of P. Cunningham & Co., will return from Jamaica early in April.

H. H. Sheip, of Sheip & Vandergrift has returned from a pleasant trip to Florida.

Leopold Loeb starts on Saturday of this week for Havana, to remain a month or two.

William Catlin, of the Pennsylvania Cigar Stores Co., has been spending a few days at Atlantic City.

John N. Kolb, of the Theobald & Oppenheimer Co., will start for Holland March 22, sailing on the "Crown Prince Wilhelm."

Harry Vetterlein will make another trip to Wisconsin later in the spring, weather conditions preventing him from finishing his business there on his recent trip.

The second of the stores of the United States Cigar Stores Co. on Eighth street, was permanently closed last week, after having been open about eight months. The other, on the next block, was open only two or three months.

Charles Mosedale, representing Sanchez & Haya, Henry Miller, with Weiser Brothers, of St. Louis, Jack Fowler, with the United States Tobacco Co., and Daniel J. Troy, with the Turko-American Tobacco Co., were recent trade visitors in Philadelphia.

UNITED CIGAR Manufacturers
1014-1020 Second Ave., NEW YORK.

PHILADELPHIA LEAF MARKET

The uncertainties concerning the new Sumatra tobacco, both in regard to quality and prices, have been causing considerable activity in old Sumatra the past few days. Should the new Sumatra prove of inferior quality or should the prices paid at the coming inscriptions be higher than usual, the prices for Sumatra leaf now in this country will correspondingly advance. In other lines local conditions remain unchanged.

Losses by Fire.

Decatur, Ala.—Holmes Brothers, tobacco dealers, \$30,000.

Davenport, Ia.—Great Western Tobacco Co. (Ferd. Haak Co.) \$30,000.

Mayfield, Ky.—Rehandling tobacco houses, \$5,000.

Elmira, N. Y.—I. Bernstein, tobacco manufacturer, \$2,000.

Bird-in-Hand, Pa.—John S. Graybill, tobacco shed, \$2,000.

Rochester, N. Y.—United Cigar Stores Co., stock in cellar, \$2,000.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kel-e Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE Co., York, Pa. 12-23-11

CIGAR MANUFACTURER having large factory and ample facilities, will make up special or private brands for jobbers or other manufacturers desiring some goods made up at very reasonable figures. Address MANUFACTURER, Box 147, care of The Tobacco World. 3-2-41

FOR SALE.—Manufacturer will sacrifice for Cash 15,000 Cigars, Long Havana Filler, Genuine Sumatra Wrapper, Good brands. For particulars, Address P. O. Box, 432, Reading, Pa. 3-2-21

FOR SALE.—One Thousand Blocks Cigar Molds, 35025. Apply to 2-17-4 P. O. Box 49, Hanover, Pa.

BRANCHES:

Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.



Baron DeKalb, Bull Dog, Henry Irving, Rovercraft Segars

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

G. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only

OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



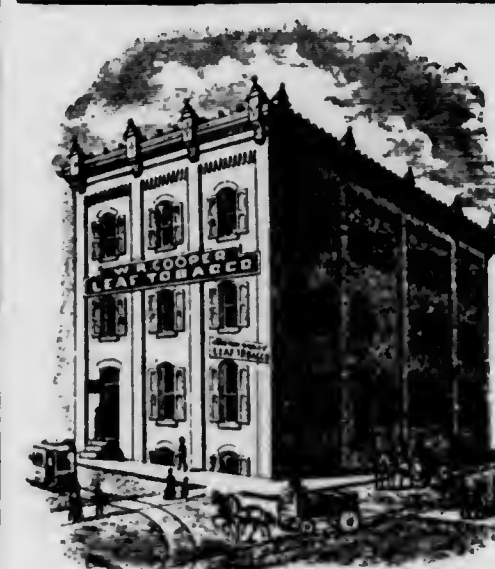
Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

**Cigar
Molds**

**Cigar
M'frs
Supplies**

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

**The Best Goods
at
The Best Prices.**

Before you place your orders give us an opportunity to quote you Our prices.

**WE CAN
SAVE YOU MONEY
The Sternberg
M'fg Co.**

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

**MARTIN SLABACH,
DENVER, PA.**

Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF
Union-Made **Cigars** of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**

Samples and Prices Sent to Responsible People.

Choice of the Market

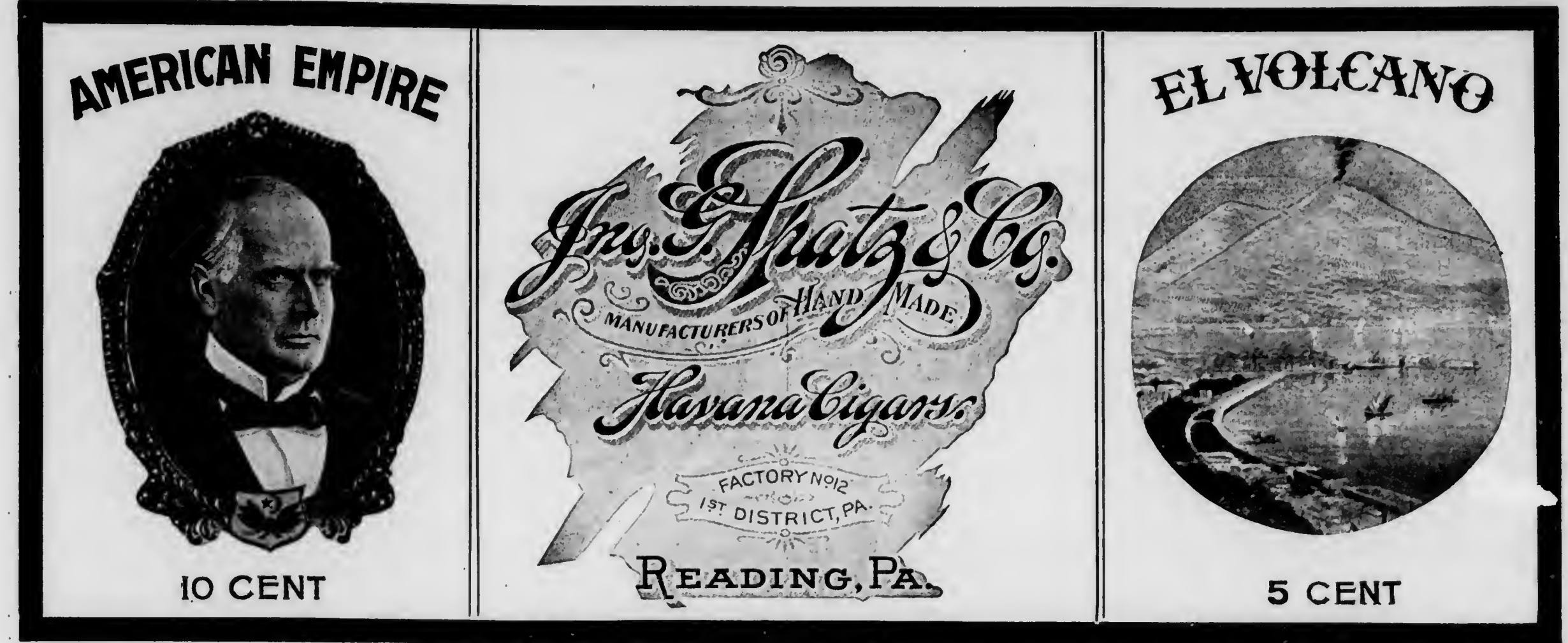


JOHN J. ESHELMAN
READING, PA.



G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



(Concluded from page 11.)
extremely popular, both among the traveling fraternity and with the trade, and was widely known and highly respected as a most active worker—one of unusual energy. By the news of his death no one was more deeply affected, perhaps, than "Uncle" Dan Smith, who has been the firm's principal salesman at the Reading branch since their commencement of business here, and who, by reason of their intimate relations, had come to regard the deceased more as a close friend than as an employer.

George C. Frame, who was formerly of the old cigar manufacturing firm of Glaser, Frame & Co., died here last week. John Winter, formerly of the firm of Kline & Winter, which was dissolved some months ago, has again entered the business, and will soon open at Lemon and Cherry streets.

Among the very busiest factories in this city today is that of Stewart, Neuberger & Co., Ltd., who are working with a large force. The orders received since the first of January are said to show a very healthy increase over the business received during the same period in the previous year.

Visiting leaf salesmen have not been as numerous as usual during the past week.

York County Affairs.

Short-Fillers Cigars Again in Demand—
A Number of New Factories.

York, Pa., March 8, 1904.

The cigar trade of this county is keeping up fairly well, although many districts are beginning to change from long to short filler goods, for which grade there is again a growing demand. There is comparatively little complaint heard among leaf dealers; yet they would welcome the advent of brisker trade.

R. M. Granat, of Gillen & Granat, is again on a business trip through the

Middle West, where, it is reported, he is having a fair business.

The revenue receipts in this district for the month of February were as follows: Cigars, \$173,063.76; tobacco, \$2,434.31; snuff, \$18.96. Of these sums York county contributed: Cigars, \$90,450; tobacco, \$1,862.76. These returns show a loss in revenue of \$4,181.88 on the cigar output of the entire district during February, 1904, as compared with February, 1903.

Thirteen new cigar factories were licensed in York county during the month of February, as follows: Arvilla Smith, James Sprenkle, Emma L. Olphin, E. F. Barshinger, all of Red Lion; Howard T. Haney, Felton; J. F. Howard, Hellam; Harris L. Crumblin, Hellam; John L. Frey, New Bridgeville; B. A. Craley, Rocky; H. V. Klink & Co., Hanover; D. F. Gemmill, Stewartstown; W. H. Snyder, Windsor; Levi W. Warner, Parke.

A charter has been granted to the Keystone Cheroot Co., of Hanover, with a capital of \$25,000. The incorporators are S. L. Johns, B. J. Fisher, J. G. Fisher, and V. R. Parker.

Zech & DeHaven have been buying considerable tobacco in the Druck Valley, at prices ranging about 8 and 6 and 2 and 1c. Several car loads were shipped from Hellam last week, and the firm expects to get off about seven car loads more at an early date.

Trade-Mark Register.

KUSSUT. 14,373

For cigars, cigarettes, cheroots and tobacco. Registered March 3, 1904, at 9 a. m., by P. Sakon & Son, Pittsburgh, Pa.

BIG Z. 14,374

For cigars, cheroots and stogies. Registered March 3, 1904, at 9 a. m., by Zeugschmidt Cigar Co., Pittsburgh, Pa.

GIRARD RIBBON. 14,375
For cigars. Registered March 3, 1904, at 2 p. m., by P. H. Margolies, Philadelphia, Pa.

CHIEF CREO. 14,376

For cigars. Registered March 7, 1904, at 9 a. m., by H. J. Wolf & Co., Terre Hill, Pa.

REJECTIONS.

Old Reliable, Bamboo, Cuban Blend, Big Chief, Importo, I. O. U., Tioga, Crooks de Porto Rico, Havana Star.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Verity, Boston Tom, The Trabs, Trabs, Trabs, Ermo, Porto Meta, Bismarck, K. D. A., La Belle Florelle, El Ranlando, Twildu, Decima, Schroeder's Pantomograph, Horse Shoe Bend, Greater Altoona, Yonker's Favorite, Federation Lily, Black Chief, Lord Croy, Lord Bas-

set, Lord Asley, John Haddon, Lord Dudley, Richard Baker, Sir John Shelton, Lord Minto, Uncle Richard, Colonial Li e, Aracibe, El Cientifico, The Ulman, George Brandes, Improved Baltimore, Moos Long Fillers, Havana Dimplings, Pittsburg Catchers, Temple of Fraternity, Jolly General, Busoni, Earl of Pawtucket, El Danvillo, El Camino Real, Victorious Nation, Hermanos, Kenny, Ben Eden, O. & W. Flyer, Entrega, La Fabula, Dressed Beef, Meshra, Hotel Progress, Kai Ora, The Emperor of Japan, Key stone Poles, Actor Neill, El Cisne, La Flor de Manuel Menendez & Bro., Gov. William Clarke, Maudine, General Rapp, Robert Adrain, Jamestown Post, Pao Ruso, Christ Fisher's Green Flag, Homa, Good Heart, Straight Heart, Princess, Earl Spencer, Police Club, Key Hole, Joe Hawley, Congo Queen, Jungle Belle, Fa Flor de Caravel, La Flor de Caravello, Father George, Lucky Duck, La Flor de Alzada, El Mocko, Wa-Cu-Ba, Amber Blend, Valley Dew, Office Smokers, Don Adolfo, Flor de Avonillo, Flor de Avenda, Don Murio, Don Arturo, Don Augusto, Ashburne, James B. Angell, Shepherd Boy, Theobald Chartran,

SIEKER'S CIGAR STORE.

The accompanying cut shows the front elevation of the new cigar store of Charles H. Sieker at 275 West Market street, York, Pa., which was completely remodeled some months ago at considerable expense, and made into one of York's handsomest establishments.

Personally Mr. Sieker is one of the popular men about town, drawing an extensive patronage.

In the rear of the first floor is a pool room, equipped with the finest of tables, while the second floor is devoted to manufacturing purposes. The cigars carried are largely of his own manufacture. In little cigars, cigarettes and tobaccos, a large and general assortment of the better known brands are handled.



GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can--You Can't.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUISA BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High.

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

RICHMOND'S EXCHANGE.

Its Abandonment Proposed in the
Interests of Virginia Growers.

Richmond, March 5.—The possible passing of the Richmond Tobacco Exchange is a subject of much interested comment in local tobacco circles, and by many it is thought that the days of the exchange are numbered.

The subject is brought to the front by the contemplated change in selling tobacco this summer. Hitherto it has been the custom to stop selling on the warehouse floors on May 1, the sales during the summer being made by samples on the exchange. This method has been abandoned in all up-to-date markets, it is said, and Richmond to-day has the only tobacco exchange in this section of the country.

The finger of argument is pointed with emphasis at the large room where, for nearly ten months in each year the many sample boxes stand idly in rows, with the chairs turned upside down on them; where the little elevated office stands a mute witness to the accumulation of dust, the absence of life and activity and the general sepulchral aspect; all of which is in striking contrast to the animated scenes on the warehouse floors just below or adjacent.

The tobacco sold during the summer is generally the best of the season, for the farmers hold it back, knowing that the prices received will be much better than at any other time. This is said to be all the more reason why the sales should be conducted on the warehouse floors.

"Sales would be doubly patronized," said a gentleman, "because of their publicity, and visitors would be encouraged to ship to this market. The result will be an increase of business. Prices are generally higher than at any other time."

Another argument used by those who favor the continuance of sales on the warehouse floors and the abandonment of the exchange is that it will result in much saving to the farmers and buyers, and will enable sales to be made with greater facility.

Tobacco sold on the exchange is subject to inspection fees and warehouse storage charges, which are not charged when sales are made in the warehouses. The warehouses would lose these storage charges, but the majority of the proprietors, it is understood, are willing to lose this money, feeling that the loss will be more than made up by increased business.

The saving of time is also a matter of importance, especially to buyers who desire to make their purchases and get away as quickly as possible.

Whether the exchange will be abandoned this summer has not yet been decided upon. It is a matter for the buyers and warehouse men to decide. It is

understood, however, that the concern which buys about two-thirds of the summer crop is in favor of the movement, as well as other buyers, and most of the warehouse proprietors, and the adoption of the change is strongly indicated.

NEW COLONY IN CUBA.

Minneapolis Capitalists Purchase Nearly a Thousand Acres.

Minneapolis, March 5.—J. Fallis Linton, as the advance agent of what promises to be a large colony of Minneapolis men and women, has returned to Central Cuba, where arrangements are being made for the establishment of a "Little Minneapolis," in and about Cabugan and Guayos, province of Santa Clara.

Mr. Linton, who is making his second trip to the island, is one of a firm having an option on several thousand acres of plantation land in this particular portion of Cuba, and the party for which he is preparing the way has purchased the greater part of a thousand acres.

The land, which is about 250 feet above the sea level, and near the Havana-Santiago Railroad line, will be devoted by the planters from Minnesota to the growing of bananas, pineapples, sugar cane, tobacco, cotton and coffee, and is said to be peculiarly rich.

MISUSE OF LABELS.

Cigarmakers' Union to Begin Proceedings in Wisconsin Court.

Milwaukee, Wis., March 7.—Supplementary proceedings will be begun this week by Cigarmakers' local union, No. 25, against a cigar manufacturer for the purpose of obtaining information relative to the alleged misuse of the union label. If direct proof can be obtained an injunction proceeding will be instituted to restrain the manufacturer, who is alleged to employ non-union help, from using the label.

According to Secretary John Reichert, the manufacturer formerly conducted a union shop. He is thought to have saved up the labels and is claimed to have used them since he has employed non-union men.

The contemplated action in the courts will be the first of the kind ever instituted here. It is claimed that other instances of the same kind have been discovered here and that other suits will probably follow.

Smoked After Twenty Years.

Latrobe, Pa., Mar. 8.—For just twenty years John H. Rock, Sr., the newly-elected Justice of the Peace here, has been waiting to smoke a cigar, which the late Henry Oursler, then his opponent at the polls, gave him with the remark:

"Here, John, is a good cigar. Smoke it when you are elected 'Squire.'"

John has just been sworn in and has had his smoke—the best one, he says, in all his life.



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

HOLTZ, PA.

Makers of High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE.

Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine

Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

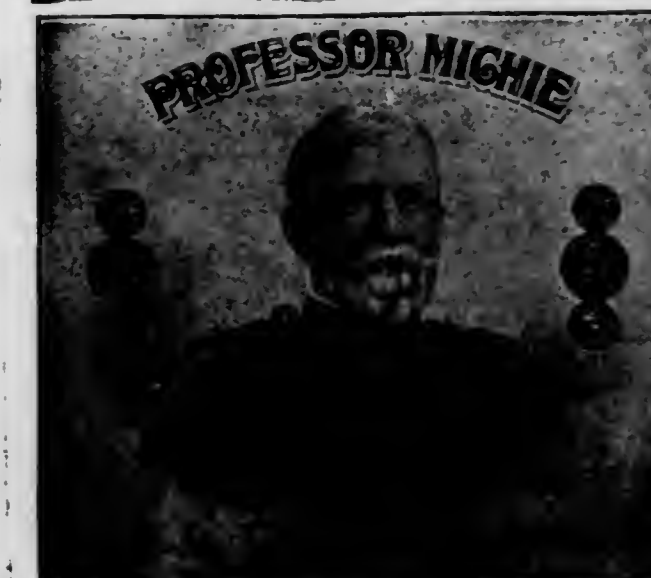
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

ENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade

Domestic

Cigars

HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

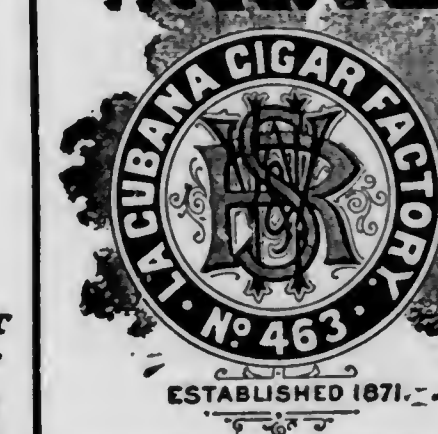
W. H. RAAB & SONS.

MANUFACTURERS

OF

High Grade

Cigars.



CAPACITY
75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade

Medium

Priced

Cigars

Red Lion, Pa.

Remember—the MELODIOUS is our Leader.



KRUEGER & BRAUN NEW BRANDS
A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK. Constantly ADDED.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Best Workmanship The Lowest Prices

H. W. HEFFNER Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues
YORK, PA.

FRAZIER M. DOLBERG G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,

LEAF TOBACCO BROKER

Address: "Boales," U. S. A. Hopkinsville, Ky.
Use Arnold's No. 5 Tobacco Clipping.

CIGAR MOLDS
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description

A. Kauffman & Brc., York, Pa.
INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut St. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State St. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

Frank Ruscher Fred Schnaibel

EMBOSSSED CIGAR BANDS

Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
Largest CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

EMBOSSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
Largest CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A cure for foul, slimy, Spots, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy. Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar tobacconists and manufacturers; very low price in quantities. No. 2 for tobacco pans. No. 4, Fans 14x12x20 to slide in rear of silent salesman case in place of work lines pan wrongly placed with perforated side up; also size 12x17 for each wall case shelf; 12x24 for storage room, and all sizes for storage closets. No. 6, No. 6 gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.
Lancaster, Pa.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Business must be dull and slow when there is nothing to stock up with. The people who operate the large stock markets ascribe the scanty sales to the cold weather, the icy walks and streets. The rural population blames the cold weather and the snow blocked roads. Probably both are right in a degree. If the people living in the country lay it to the weather and roads, it cannot be laid to the thorough depletion of the old stock held by the growers in the country. There must be some fire where so much smoke exists, and undoubtedly there is considerable old tobacco yet in the growers' hands. If every pound were picked up the sales in the large markets must necessarily be small, for each manufacturer wants a certain class of goods, and he wants those goods of a good quality whatever the colors may be that are required. So if A or B comes to the market for tobacco they will not find a very large stock to select from, for a large amount of the old tobacco now held over is only fit for export. The best of the crop had been secured before the commencement of the new year, and the manufacturers are waiting very patiently for the new crop to be force sweated, buying only such an amount as is needed to tide them over until the time shall arrive for the new goods to be put upon the market.

At this time let me say just a few words to the grower. Now that your tobacco is stripped, have it assorted. If you do it yourselves, when it is assorted take it to a warehouse and have it sweated and be ready to partly supply the wants of the hungry buyer, that he in turn may satisfy the waiting manufacturers, for upon them depend many workman with families to support. Try and think you are performing a philanthropic act, and at the same time try and line your purses with those pieces stamped "In God We Trust," so that you may, in fact, be philanthropic toward your own families. In my own estimation, there is not a large quantity of old goods to go and come on. When

the time comes, you will find, despite the cry of a tight money market, there are men in the business who can and will buy and pay for every pound of good tobacco.

Our correspondent from East Whately, Mass., reports the sale of the following crops: George Sanderson to Wilcox 4 acres at 12c; Daniel Miner to Wilcox 2 acres at 10c; F. O. Scott to McHugh, 6 acres at 12c; J. H. Phelix to American Tobacco Company, 3 acres at 8c; M. Toomey to American Tobacco Company, 8 acres at 12 1/2c; P. Toomey to American Tobacco Company, 8 acres at 12c; Mrs. Pease to American Tobacco Company, 4 acres at 11c. Mr. Wilcox and the American Tobacco Company are about the only buyers here at present, but Mr. Day, of Hatfield, representing Mr. Bok, is looking at some nice crops.

Conway, Mass.: "Nothing new to report; the tobacco business seems to be pretty quiet; there is yet a little tobacco hanging on the poles. Those who have not sold are thinking of having it assorted.—American Cultivator.

BALDWINVILLE, N. Y.

There is still no market for the new crop, only a small number of purchases having been made by one or two buyers. This is owing partly to the bad condition of the roads and the delay in getting the crop down from the sheds on account of unfavorable weather. Many of the growers have not commenced sorting, waiting for a change to sell in the bundle. In the judgment of many well posted tobacco men this is a mistake. They maintain that there is sure to be a good market for the crop later when the roads improve and the grower who has his crop properly sorted, cased or in bulk will receive better prices than in the bundle as the tobacco will be in a more marketable shape that will attract the buyers. Nothing is being done at the local warehouses except at J. W. Upson's, who has a force of fourteen engaged in handling recent purchases. D. G. Albright, representing Max Ganz & Son, is receiving a 1902 packing of 175 cases today just bought at Cato.—Gazette.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, Barnesville, Ohio, MAKER OF

High Grade Stogies

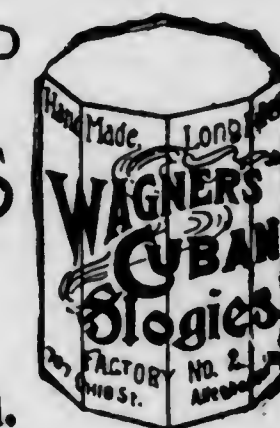
Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB RUSTIC BLUE POINTS CRYSTAL PRIVATE STOCK TRIUMPH OLD JUDGE CHERRY RIPE

Jobbing Trade solicited Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want

W. D. SAHM'S
Union Cigar Factory
AKRON, PA. Correspondence Solicited

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2 1/4 oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Insurance on
Stock Companies Fire Insurance Tobacco & Cigars
Only. a Specialty.
27 E. Orange St., Lancaster, Pa.



[ALBERT FRIES HAROLD H. FRIES]
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOVED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor
Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

M. H. Clark & Bro Cable Address,
"CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY. Clarksville, Tenn.

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.
JOHN A. SAUL,
Correspondence Solicited
4e Droit Building, WASHINGTON, D. C.



R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

E. A. CALVES & CO. <C> HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE SEE!
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING
a Specialty

Akron, Pa.

T "Millions for Farmers"
TEXAS So Says Secretary Wilson,
TOBACCO U. S. Dep't of Agriculture
TRACTS Exhaustive tests prove
that the finest grade
of... **CUBAN LEAF** Filler and Wrapper
can be grown in West
Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of
Pinar del Rio, Cuba.
Write for Full Infor-
mation to... **T. J. ANDERSON,** General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Maker of
High
Grade
CIGARS



Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

Goods Sold Direct to
JOBBERs and DEALERS.

All
Fine
Work

NO SALESMEN EMPLOYED.



ESTABLISHED IN 1881
Vol. XXIV., No. II.

PHILADELPHIA, MARCH 16, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

SUMATRA INSCRIPTIONS

WILL BE HELD IN HOLLAND ON THE FOLLOWING DATES:

1904

March 11,
March 18,
March 25,
April 9,
April 15,
May 6,

Buy Your

Sumatra Tobacco

FROM

H. Duys & Co.

No. 170 Water Street,
New York, N.Y.

May 14,
May 28,
June 3,
June 10,
July 1,
July 8.

Cut This Out and Keep It as a Reminder.



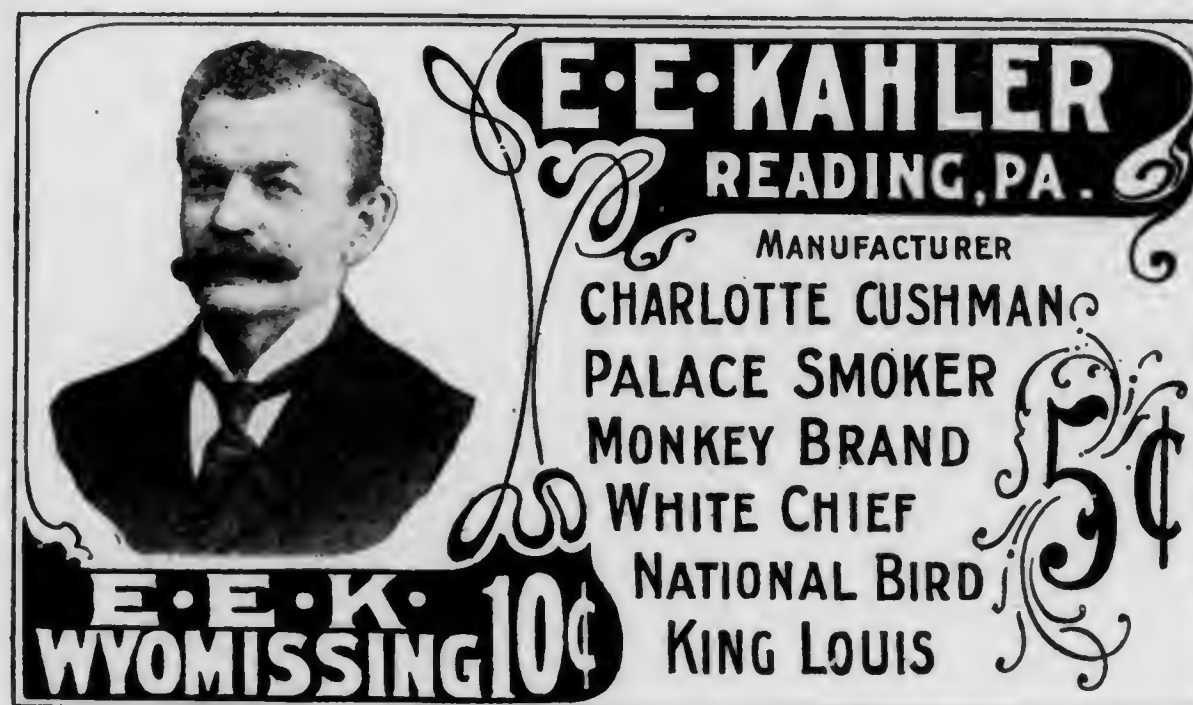
LORD LANCASTER, 10c.

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615 Market St., Philada.
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Factories:
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TAMPA, FLA.

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114 N. 7th St. Gumpert Bros.
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
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HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.



All our business is transacted Direct with the Wholesale Houses
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WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

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KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. 3
— THE TOBACCO WORLD —



Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia.

JAY Y. KROUT, H. C. McMANUS,
Pres'd't and Gen'l Manager. Sec'y and Treas.

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Watching Employees.

ONE of the trade exchanges of The Tobacco
World has recently been publishing a
series of articles on the subject "To What Extent
Should a Clerk in a Store Be Watched?" The
replies have been written wholly by employees and
all are of the same general nature as the one from
which the following extract is taken:

"To employ a man and then watch him con-
stantly, as prisoners on public works are watched,
will cause him to rebel against such treatment in
some way. The natural inquiry within the heart
of such a man would be, 'Why should I be thus
hounded? Has my employer discovered some
trait in me that no one else has? Am I such a
suspicious person that he needs to ever keep his
eyes upon me? Can it be possible, after my years
of experience, that I fall so far short in the capac-
ity of a clerk? As he ponders over these and
many other questions that will come to him under
such a strain, he is likely to become despondent
and possibly desperate, and will certainly not be
in a state of mind to render the best service unto
his employer."

Why should an employee object to being
watched? There certainly is no good reason for
such objection if there be no good reason for
watching him.

On the contrary, a faithful and competent
employee has more reason to complain if the man
for whom he works fails to keep himself informed
in regard to how much work the former does and
the way in which it is done. Men who are in-
competent, and who are disposed to shirk, natu-
rally resent having their comings and goings and
their conduct when on duty carefully noted, but
even such men are very anxious to be given full
credit when they, as is the case with most of them
occasionally, are deserving of commendation.

Watching is required in nearly every business
transaction, not necessarily that possible dishonesty,
or carelessness, or mistakes may be detected, but
that advantage may be taken by others of any skill
or ingenuity on the part of a business associate.
Proper conduct of a business calls for watchfulness
in all directions.

How long could a dealer remain in business
if he didn't make a practice of checking all the
items on an invoice to make sure of receiving every
article billed against him, and if he were corres-
pondingly careless in other respects? In hiring a
salesman a dealer buys commodities, service and
labor, in which he is entitled to full measure and
full count just as much as in buying merchandise;
and he is justified in demanding all he pays for.
If he doesn't keep informed in regard to the rela-
tive value of the men he employs, he neglects
something fully as important as keeping informed
of the relative value of the goods he places in
stock. A wholesaler or jobber who does business
in a reputable manner and gives full value, will
not thank a retailer for passing goods uninspected.
On the contrary, he expects to be protected from
unprincipled rivals by just such inspection. So a
clerk or salesman who gives full value for his salary
should welcome every evidence that his meritorious
qualities do not fail of recognition.

Especially in handling the money of others
should a man be glad to be closely watched.
Many a man who has been implicitly trusted in
this respect for years has eventually been found to
be an embezzler and a thief. A thoroughly honest
man welcomes the existence of any system which
will lessen the possibility of suspicion against him.
Only those in whose make up there is a tendency
towards dishonesty rebel and are resentful when
some new means of preventing dishonesty is
adopted. A thoroughly trustworthy man who
knows he is giving good service and who knows
that he is well fitted for the position he holds,
welcomes watching. The more he is watched the
better he is pleased. Particularly if he is one of
several salesmen and knows that among the others
are some who take advantage of every opportunity
to benefit themselves at the employer's expense,
he is glad to have such opportunities made as few
as possible.

There are, of course, different ways of watch-
ing employees. Any self respecting man will object
to treatment which degrades him in the eyes of
customers or fellow employees; and to ascertain
whether a man is worthy of trust he must be made
to believe that some confidence is placed in him.
Just how far such confidence shall be shown is for
the employer to decide, and just in proportion to
the employer's good judgment in this respect will
be his success in business, for an employer who
isn't fit to handle men may very wisely take down
his sign and go to work in some place where an-
other's name is over the door.

A young man who hopes for and deserves
promotion will not be content with being watched
only in business hours. Although undue investi-
gation in regard to how he spends his leisure
hours will warrant him in feeling that his personal

rights are encroached upon, he should encourage
any reasonable interest shown in his private affairs
by the man to whom he looks for advancement of
his interests. An employer is entitled not alone to
so many hours of service each day. He has a
right to demand a clear head and a steady hand
and a thoroughly rested body when the labor of
the day begins. If an employee comes to work
red eyed and fagged out occasionally allowances
may be made, especially if no secret is made of
the fact that these conditions are due to attendance
at a reputable gathering until a late hour; but
when such conditions are frequent there is justifi-
cation for giving not only a warning, but a warning
accompanied by a threat of something much more
serious.

No! watching of employee by employer is
nothing to which objection can reasonably be made.

Philippine Cigars.



THE menace to the interests of the cigar-
makers of the United States in the attitude
of Secretary Taft in regard to admission of Philip-
pine cigars to this country duty-free is more pro-
nounced than is generally known. As far as that
industry is concerned a repeal of the Chinese ex-
clusion act would be hardly more serious. Were
anything, in the line of reciprocity, to be gained
the proposition might not warrant such general
and determined opposition as is now unquestion-
ably called for; but such removal of duty would
bring much disaster and suffering without any
corresponding benefit. Philippine cigarmakers
formerly earned 50 cents a day, but now they earn
only 35 cents, and even at the lower rate, a large
proportion have no work. No matter on how low
a scale of pay a cigarmaker in this country may be
working, his income is a princely one in compari-
son with the starvation wages paid in the Philip-
pines. The Cuban reciprocity bill, although
represented as most dangerous to the interests of
cigar manufacturers and cigarmakers here, became
a law without any fulfillment of the dire predictions
made while it was pending; but the proposed
opening of the United States market to goods
which would drive out millions of home made ci-
gars is very far indeed from being a parallel case
and should be fought to the last ditch if occasion
arises.

Aristocracy and Democracy.

TWENTY-FIVE CENT cigars are good
enough to suit the Emperor of Germany,
our Havana correspondent informs us in his letter
of this week, although, the same letter announces,
an order has been placed for a quantity of cigars
to be sold at \$3 each, for the Waldorf Astoria.
Readers of The Tobacco World should be glad to
know that should one of them happen to meet the
Kaiser on the street and ask him in to have a
smoke there would be less danger of going broke
in consequence than there would be in extending
a similar invitation to one of the patrons of New
York's greatest hostelry.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** Tobacco
and Packers of **DOMESTIC LEAF**
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.



Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS OF
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf
Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF**
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
ALL KINDS OF
Leaf Tobacco **SEED LEAF,**
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and **SUMATRA**
118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana 
217 N. THIRD ST., PHILADELPHIA. **Packers of Seed Leaf.**



BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Credit for Retailers.
Part of a recent address by George G. Ford to an association of retailers in Rochester, N. Y., follows:

"I earnestly hope that as the outcome of what I shall say to you, you will get better acquainted with the credit manager of the house you deal with. Win his confidence by giving him yours. Try to realize what his position demands of him, remember that his motto is the same as yours, the maximum of sales with a minimum of loss. Note that if he can help you or strengthen you in any way, he is benefiting his house. Give him the opportunity to consult with you and advise you, and the result will be mutual benefit. Do not expect him to take blind chances or to be able to judge of your ability to pay without possessing the facts concerning your financial condition. Remember, that a willingness to state facts begets confidence, while evasion and refusal excite suspicion.

"The question of giving direct to the credit man a signed statement of financial condition is one that has probably caused more misunderstanding, and been the means of the cancellation of more orders, than any other question arising between the house and its customer. This will find a remedy when we come to discover which party to the transaction is really granting the favor. Do not think that I fail to recognize the fact that a seller of goods is under obligation to the buyer, or that there is any excuse for lack of appreciation, for arbitrary methods, or the omission of usual business courtesies: for such is not the case. My position is that each is indebted to the other, but that the grantor of credit has the balance in his favor, and when he asks for information concerning your affairs he is clearly entitled to it, whether it be at the opening of an account or afterward.

"Let me ask you to listen to the following, which is a short article prepared from the opinions of some 200 prominent credit men of the United States on 'The Reciprocal Value of a Signed Statement':

"Good credit in the markets of the world enables every merchant to add to his ability to do business. It gives him the use of enlarged capital, thus enabling him to carry a more complete stock, increase his sales, magnify his profits.

"Large means are not always necessary in the creation of credit; what is most desirable is, that credit be in relative proportion to the actual means, and in harmony with conditions which create and maintain it. A merchant's capital is the sum of his net available resources, plus his credit. The giver of credit is a contributor of capital, and becomes, in a certain sense, a partner of the debtor, and, as such, has a perfect right to complete information of the debtor's condition at all times.

"Credit is given a merchant because of the confidence reposed in him. Requiring a statement when credit is asked

is not a reflection on one's character, honesty or business ability, but is done to secure information to enable business to be conducted intelligently."

Validity of Checks.

A correspondent writes:
"What is the rule in business regarding checks which have not been presented to the bank for payment, as shown by the statement, month by month, for years? Is it necessary to carry them forever, or do they outlive in time?"

Reply.—A check is an order for immediate payment, and when a check some months old is presented to a bank the latter should be put upon inquiry to determine whether the debt may not have been paid in some other form. Subject to this rule of caution, however, the bank is justified in paying the check at any time before the statute of limitations has run against it. The check is not revoked by lapse of time, within the statutory period, but the fact that it has been long outstanding will justify the bank in making inquiries before payment. The drawer of the check is under no legal compulsion to keep money in the bank to pay it after so long a time has elapsed as to make it unlikely that the check will ever be presented for payment. He is still liable for the debt, if the check was issued in payment of a debt, until the statutory period has elapsed. He is liable upon the check for the same length of time. That is, if the check is presented before suit is barred by the statute of limitations, and payment is refused, the check holder may sue upon the check itself, or, if the check was given to him in payment of a debt due from the depositor, he may ignore the check and sue upon the original cause of action.

Wanted—1,000 Cats.

A great many odd and original ways have been adopted by merchants to gain publicity for their stores, but most advertisers have overlooked the possibilities of the ordinary house cat as a medium of publicity. Fraser Bros., of Topeka, Kansas, evidently do not believe in sticking to the beaten path in advertising their store. Several weeks ago they advertised in the Sunday papers that they wanted one thousand cats and would pay a liberal price for every full grown feline, alive and in good health, delivered to their store on Monday morning.

This advertisement naturally occasioned a good deal of comment, for the people of Topeka could not understand what need Fraser Bros. had of a thousand cats. Some people who professed to have in-

side information intimated that the cats were to be shipped to an eastern fiddle factory; others hinted that the tabbies were to be pulverized and mixed with sawdust to make a new breakfast food, and various other theories of equal plausibility were advanced. Most people, however, looked upon the ad. as a good joke and nothing more. In the meantime, a lot of men and boys with a spirit of commercial enterprise, saw in the ad. a business opportunity, and proceeded to get busy with the visible supply of cats.

Monday morning saucers of milk remained untasted on many back porches in Topeka—from many back doors Tabby was called in vain. When Fraser Bros. opened their store there was a crowd of men and boys waiting around the door with strange looking bundles that contained not a thousand cats, perhaps, but a very fair representation of the feline population of Topeka. There were cats of all kinds—large cats and small ones—society cats with ribbons around their necks, and alley cats with their ears chewed off. One man had brought down the family cat in a bird cage; another had two large sized ones in a dress suit case; others brought them in baskets, bags and boxes. All of them were paid for and deposited in the rear of the store.

Then the object of Fraser Brothers' corner in cats developed. A large advertisement was securely attached to the tail of each, and thus decorated they were "scattered" out of the store. Cats were seen going in all directions, and the advertisements were carried to all parts of the city.

Clerks, Bear This In Mind.

It is the easiest thing in the world to make mistakes. Human nature is apt to become careless, and the most painstaking people will at times relax from their best efforts. Salespeople are no exception. Indeed, these individuals often find their patience severely tried by exacting customers. The man who wins success, however, never relaxes into carelessness or indolence.

Moreover, he is not too proud to do the humblest kind of work, provided that work serves his employer's or his own interests. Following are a few maxims which, if followed, will start a man well on the road toward success in life:

Start with the impression that you know nothing, and have everything to learn.

That you are never too old to learn.

That your employer's success is your success.

That your advancement depends solely upon your own individual efforts.

That success is never attained without hard work.

That you will never get something for nothing.

Never be ashamed to do for your employer what you would have another do for you.

That you owe every moment of your working hours to your employer.

That you are not paid for your presence but for your work—and judged accordingly.

That it is your efforts and not your influence which causes promotion.

That the bottom of the ladder is the best place to start.

That when you start at the beginning and work up, you know more than the man who starts in the middle.

Fraternities and Business.

There is a substantial advantage in belonging to brotherhoods or organizations. There is a business advantage in belonging to clubs. I know of a large concern in Boston—one doing an immense business, and employing perhaps one hundred clerks and salesmen. Boston is peculiarly situated. Probably one-half to three-quarters of the business people live in the suburbs—many of which are cities in themselves, with their own religious and social organizations. Now this firm in question advises their clerks to belong to the various organizations of their towns, for they believe that there is business in fraternity, and that if their clerks belong to the various secret societies they are likely to draw to the store some trade from brother members of these various lodges and societies. So strong is this belief that the firm is willing to pay all the dues and assessments necessary to keep their salesmen in good standing in the various fraternities. This doubtless makes a very considerable expense to the firm in question, but I am sure that the proprietors are shrewd business men, who would not expend this large amount year after year were it not that they were fully convinced that it was good business policy for them to do so.

I do not know that I would advise the average merchant, either in city or country, to follow this example; but I would advise every merchant to allow his clerks considerable latitude if they desire to join such organizations. It is foolishness for a man to argue that such a measure would take clerks away from business—that it would tend to distract their minds and make them less effective in the discharge of their duties. Certainly such

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.

an argument is based on the premises that no man has a right to think of anything outside of his business—that his time belongs to his employer, days, nights and Sundays, which certainly is not the case. If you know that your clerks, when they are not on duty, are at some such place as a lodge room, doing the regular work of a reputable fraternity, you can generally rest assured that they are in a good deal better business than they might be if they were in some other places.—Geo. E. B. Putnam.

PORT OF NEW YORK. IMPORTS

Arrivals at the port of New York from foreign points during the week ending March 12, 1904.

Curaco.—T. C. Pollock, 2 cases cigars; Balt. & Ohio RR Co., 1 case cigars; Louis M. Rieva, 6 cases cigars.
Havana.—Agents Trinidad Shipping & Trading Co., 25 bbls. cigarettes; Gillespie, 50 do.; Caldas & Co., 16 do., 1 case cigars, and cut tobacco; James E. Ward & Co., 15 bbls. cigarettes, 54 do. tobacco, 330 cases cigars, cigarettes and cut tobacco.

Vera Cruz.—Robert H. McCurdy, 1 case cigars; J. E. Ward & Co., 17 cases cigars, 53 bales tobacco.

HAVANA TOBACCO.

Str. Mexico, arrived March 9:
(1,202 bales; 139 bbls.)

James E. Ward & Co. 345 bales
Order 162 "
Leonard Friedman & Co. 140 "

Mendelsohn, Bornemann & Co. 116 "
American Cigar Co. 90 "
D. Aldao 53 "
J. Bernheim & Son 48 "
Selgas, Suarez & Co. 40 "
E. Regensberg & Sons 40 "
Hinsdale Smith & Co. 30 "
A. Diaz & Co. 29 "
F. E. Cordero 22 "
Joseph Mayer's Sons 20 "
Simon Batt & Co. 14 "
West Indies Trading Co. 12 "
R. M. Blake & Co. 10 "
F. E. Fonseca 9 "
J. Gonzales & Co. 6 "
Simon Auerbach & Co. 5 "
Calixto Lopez & Co. 5 "
James E. Ward & Co. 51 bbls.
A. Gonzalez & Co. 35 "
Hinsdale Smith & Co. 20 "
S. L. Goldberg & Son 14 "
Mendelsohn, Bornemann & Co. 13 "
E. P. Cordero 6 "

Str. Havana, arrived March 11:
(568 bales.)

James E. Ward & Co. 395 bales
A. Cohen & Co. 98 "
Leonard Friedman & Co. 20 "
C. D. Stone & Co. 20 "
E. A. Kline & Co. 16 "
Mullen, DuBrul & Peters Mfg. Co. 14 "
L. Lersheimer 5 "

HAVANA CIGARS.

Str. Mexico, arrived March 9:
(259 cases, 2 bbls.)

Havana Tobacco Co. 192 cases
Park & Tilford 27 "
G. S. Nicholas 23 "
Robert E. Lane 6 "
Acker, Merrill & Condit 5 "
C. H. Hyman & Co. 2 "
F. E. Fonseca & Co. 1 "
W. O. Smith & Co. 1 "
L. J. Spence 1 "
Isidor Gelblunk 1 "
James E. Ward & Co. 2 bbls.

Str. Havana, arrived March 11:
(16 cases.)

F. Garcia & Bro. 10 cases
James E. Ward & Co. 5 "
Benson & Hedges 1 case

SHADE-GROWN CONNECTICUT.

Farmers Interested In This Culture
Hold Annual Meeting.

The first annual banquet of the Connecticut Shade Tobacco Growers' Association held in the Allyn House, Hartford, was attended by representative men engaged in the industry of shade growing of the Sumatra variety. Nearly all the speakers scored the jobbers for much of the prejudice existing in the trade against the shade grown article, and the general advice was to the effect that the growers should seek the manufacturers and ignore the jobber.

President Ariel Mitchelson, of Tariffville presided.

An extract from a letter from Congressman E. Stevens Henry, read as follows:
"You have demonstrated that the shade tobacco has a marketable value, that it can be successfully grown, and will ultimately find a secure position with cigar manufacturers. Whether that place can best be filled by Sumatra, Havana or seed leaf is of minor importance, inasmuch as it is certain that the Connecticut valley possesses characteristics both of soil and climate unsurpassed elsewhere. This fact is conceded by experts, manufacturers and dealers in tobacco. It is true there have been and are obstacles to meet and to be overcome."

"The difficulties attending forced sweating and curing are practically

settled; other and less understood problems of types and management are being most carefully studied, not only by practical growers, but by skilled scientists. These gentlemen, together with Professor Whitney, of the Bureau of Soils, and Secretary Wilson, of the Bureau of Agriculture, are confident that the best type and correct methods of cultivation and handling will soon be discovered.
"Meanwhile, with a greatly increasing area of tobacco grown under cloth, there are ample reasons for encouragement to your association. In this instance, as in most other enterprises where difficulties are encountered, it is the men who have nerve and confidence who reap the reward and receive the benefits of perseverance and steadfastness."

GREAT LUCK IN BETTING.

A Cigar Dealer's Dollar Becomes
Nearly Ten Thousand.

Race track followers in Kenosha, says the Telegraph-Courier, of that Wisconsin city, are being regaled to-day with the story of a remarkable parley which is alleged to have been made by a Kenosha cigar-maker on last Saturday, and which was probably the greatest streak of racing luck ever reported in Kenosha. The story is not vouched for, but it is a good one, anyway.

The story is that a certain cigar-maker of the city had a parley of a dollar on three horses at the New Orleans track last Saturday, and at the close of the races he cashed in tickets to the amount of \$9300. The man started his career to fortune with a dollar bet on an old selling plater called Pretorious. Pretorious was sold ten days ago for \$10, but he gal-

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

Established 1880.

loped home in front of the bunch at thirty to one, and the Kenosha man's fortune was started.

In the next race the money, according to directions, was bet that Clay Clement would finish second. The bookies alleged that Clay Clement, actor or horse, never did have a show and to that end they laid odds of three hundred dollars to one against him, and thought that it was fifty to one he wouldn't find a place in the money. The Kenosha man thought differently and his pile was swelled to \$1550.

Then in the next race Autumn Leaves looked good to the Kenosha man, and he had the entire amount played to win. The price was six to one, and when the Kenosha man cashed in he found that his dollar had won just \$9300. It is probable that when the money is paid there will be one less cigar factory in Kenosha.

Weather Affects Reading.

Business There Dull in Consequence of the Severity of Winter.

Reading, Pa., March 15, 1904.

Trade with most of our cigar manufacturers has not yet commenced to be as brisk as it should, but all seem to take this state of affairs philosophically, feeling confident that a change for the better will come to them as soon as weather conditions become really favorable. Many of our larger manufacturers have a more or less extensive trade West, in some sections that have been simply tied up with cold weather, and where, since warmer spells set in the roads have been almost impassable, which naturally affected trade very seriously. It is therefore believed that when these conditions change the manufacturers will have an improvement.

Business with the cigar box manufacturers can be regarded as a criterion in the cigar manufacturing industry. When box making is so extremely dull it can be relied upon that there is not much business going on among cigar manufacturers. One manufacturer of cigars told the writer last week that formerly an order for boxes had to be placed in good time for shipping, but that now if an order was given early in the day the boxes could be had almost the same afternoon. Still, another manufacturer said that notwithstanding the fact that trade was quiet, and box manufacturers were complaining of a small volume of business, it took nearly a week to get a small order for boxes filled. That may seem a little rough on some box manufacturers, but he no doubt knows his business better than others can possibly know it.

It is a real wonder how the correspondent of a contemporary expects to reconcile his reports and inaccuracies published last week with the actual facts. It looks like a veritable pipe dream.

Millard F. Crouse has sold out his cigar store and manufacturing plant on Pine street, near Eighth, to H. G. Geddis. Crouse is taking a position as foreman with John H. Winter, who has just re-entered the cigar trade.

Meyer Jaskulek, leaf dealer, of Cleveland, Ohio, has been visiting the trade here recently with a line of Ohio leaf tobacco.

Great Damage Near York.

Duffy's Island Swept by High Water and Immense Ice Packs.

York, Pa., March 15, 1904.

During two years past some experimenting has been done in tobacco raising under shade, on islands in the Susquehanna river, where the soil was specially suitable to the purpose. The experiments were pronounced successful. It came, therefore, as a great discouragement when on Tuesday last the entire island, known as Duffy's, was swept by the high water and immense ice packs, and practically devastated. The tobacco grown on the island last year, together with the tobacco sheds, cover cloth and other paraphernalia, was carried down the river, and it is feared that the fertility of the island has been ruined, at least for a year or more. No attempt will be made to grow any crops this year, unless matters be found not nearly so bad as they look.

Considerable new tobacco is being shipped from this county to Lancaster warehouses. E. M. Cohn, from Lancaster, on Wednesday last received about six carloads at Red Lion, which was shipped to Lancaster for packing. The goods had been bought by Samuel A. Roseman.

Mr. Ed Myers, of Celestino Costello & Co., left for the South on the 9th inst. on a business and pleasure trip.

There is an indication of increased activity at the cigar factory of John K. Pfaltzgraff & Co., in West York. The new building, which the firm now occupies is already well filled, and they now wonder how they managed as long as they did in smaller quarters.

Mr. Poppenberg and Mr. Charles Schwabach, of the office staff of Sutter Bros., Chicago, were here last week to effect a settlement with the firm's creditors, and it is stated that they succeeded in closing their mission successfully.

J. Stanley Winget reported that about ninety cigar manufacturers of this vicinity have engaged space for exhibit at the St. Louis Fair.

J. Kosminsky, representing Taussig & Co., of Chicago, will open local headquarters in this city on April 1, 1904, at 116 South Water street. He carries a full line of the firm's shade-grown Sumatra and Havana.

W. K. Sheffer has opened a leaf tobacco brokerage office in the Shirk Building, at Hanover, and is now working this county.

A full quota of visitors has been noted in town during the past week, and included Meyer Jaskulek, Cleveland, O.; L. M. Case, Winsted, Conn.; H. V. Altschul, with A. Cohn & Co., New York; George F. Schnath, with Schroeder & Arguinbau, New York; D. J. Davidson, with Levi Blumensteil & Co., New York; W. W. Kohlberg, of Kohlberg Bros. & Rathenborg, New York; L. R. Eisenbrand, with L. Bamberger & Co., Philadelphia, and S. Jaskulek, of Jaskulek, Gans & Co., Cleveland, O.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent CIGARS
LA FLOR DE A. C. F., 10-Cent CIGARS

Samples and Prices Sent to Responsible People.

Manufactured by

JOHN J. ESHELMAN

READING, PA.

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CIGAR BOXES LABELS

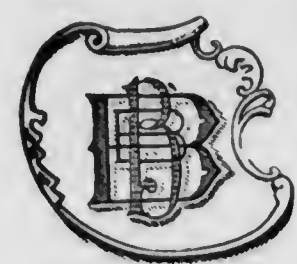
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SOUDERTON, PA.

Private Designs
a Specialty

Metal Printed
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E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
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HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

6.2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. **NEW YORK**

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3023.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

GARCIA y CA. Leaf Tobacco Warehouse, **Habana, Cuba.**
Monte 199. Cable, "Andamira."

MVNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

ORDER GIVEN FOR CIGARS AT \$2,000 PER M.

Thirteen Inches Long, and Eight Dollars Paid for the Making of Twenty in One
Day—To Retail at Three Dollars Each.

HAVANA, March 7, 1904.

Very little change has been noticeable

during the past week in the Havana

market, as the local manufacturers kept

up their buying of Vuelta Abajo factory

vegal and buying of Colas was continued

by the cigarette manufacturers. The

American buyers have also helped the

activity, although it seems they labored

under the fear of the big coming crop

with correspondingly low prices, and

therefore purchased only sparingly to

tide them over for the next six or eight

months. Fine factory vegas of Vuelta

Abajo are beginning to get very scarce,

and the few lots still for sale are still

held by the owners. Colas have ad-

vanced 25 to 30 per cent. in value, and

are in active demand by the cigarette

manufacturers. The supply is ex-

ceedingly limited. Partido wrappers are

also actively picked up and, not being

plentiful, command better figures. Old

Remedios of the 1902 crop has nearly

disappeared from the market excepting

in the American export houses, and

prices for the same are higher. Of the

1901 crop there is some good service-

able leaf to be had at moderate prices.

As regards the new crop the general

opinion is that perhaps only 50 per cent.

of the Vuelta Abajo and Partido will be

of a desirable character, and that it

will be late in curing this year. The re-

maining 50 per cent. will be more or less

defective, partly resembling the 1902

crop in its heavy quality (needing, in

instances, two years to cure), and partly

consisting of pole-sweat tobacco, which

may be lacking in the free burning qual-

ity of the 1903 growth. The wide-awake

Havana manufacturers are already buy-

ing or arranging to buy the famous fine

vegas of the Vuelta Abajo, tierra llana

district, and are perfectly willing to pay

liberal prices for them notwithstanding

the big crop. On the other hand, most

dealers here are waiting for further de-

velopments before buying heavily, and

if this policy should be adhered to there

will be more packings by farmers than

by the almacenistas. However, as the

time is not ripe for starting any pack-

ings, owing to the dry weather, it is too

early to say positively how this year's

campaign will open. A few sample bales

of new Vuelta Abajo have arrived,

which looks fairly well in its uncured

state, giving promise of a fine quality.

As far as Remedios is concerned, the

crop will be of a good quality apparently,

but very short unless rain falls this

month.

Sales ran up to a total of 5150 bales,

of which 3600 consisted of Vuelta Abajo,

450 Partido and 1100 Remedios. The

United States buyers secured 2000, En-

rope (chiefly France) 300, and local fac-

tories 2250 bales.

BUYERS COME AND GO.

Arrivals—John Hamman, of John Han-

nan, Ogdensburg, N. Y.; Sol Hamburger,

of Hamburger Bros. & Co., New York;

Stephen Ruth, the well-known broker of

New York; H. H. Heert, of H. H.

Heert, New York; Alfred Ettlinger, of

E. Hoffman & Sons, New York; Ben

Rothschild, of Rothschild Sons & Co.,

Chicago, Ill.; David Delmonte, of David

Delmonte, New York; Edgar J. Stachel-

berg, of M. Stachelberg & Co., New

York and Tampa; Domingo Aldao, of

Domingo Aldao, New York.

Departures—Felix Eckerson for Phil-

adelphia; Harry Rothschild for New

York; R. G. Cameron for New York;

Joseph Mendelsoln for New York;

La.; Ben Rothschild for Chicago, Ill.;

B. Perlman for Baltimore, Md.; Dom-

ingo Aldao for New York.

HAVANA CIGAR MANUFACTURERS.

The independent cigar manufacturers

are nearly all more or less busy, and

some of them are seating more cigar-

makers. H. Upmann & Co. are turning

out from 40,000 to 45,000 cigars daily.

Behrens & Co., of "Sol" fame, have pur-

chased 300 bales of the San Luis dis-

trict, two very well known vegas, and

this is sufficient proof that they must

have plenty of orders. Rabell, Costa,

Vales & Co. are feeling the effects of

the better demand from London, the

United States and South America. The

Partagas factory is loaded with orders,

also the "Punch," "Romeo y Julieta,"

"El Crepusculo" and "El Rocio Habano"

of Enrique Dorado & Co. The Waldorf-

Astoria Company, of New York, has

placed an order with the Partagas fac-

tory for a new size "Exclusivos de Wal-

dorf-Astoria" at \$2000 per thousand.

This cigar is 13 inches long and weighs

78 pounds per 1000, and is the highest

priced cigar ever made in the city of

Havana. The cigarmaker that is im-

ploved upon it gets \$400 per 1000, but

as he cannot make over 20 cigars a day

his wages amount only to \$8 per diem.

Each cigar is packed separately in a

box, and will cost with duty and ex-

penses close on to \$3 each in New York.

Whether the nabobs will buy heavily

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



**FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA**

Established 1860

El Rocio Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,

Cable:—ZAIIDCO

HABANA, CUBA.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., **HAVANA, Cuba.** P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN.

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER'S OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

10
Leslie Pantin, Leaf Tobacco Commission Merchant, **Habana, Cuba**
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



**SOL and
LUIS MARX**



Consulado 91, **HAVANA.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO."
Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, **HAVANA**

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
Cable: "Donalles."
San Miguel 100, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.
GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON.
Habana.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA.
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara."
Havana, Cuba.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. **NEW YORK**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

of this size remains to be seen.

BUYING, SELLING, ETC.

Felix Eckerson purchased 500 bales of Vuelta Abajo and Remedios during his stay here.

Fernando Fernandez & Co. sold 850 bales of Vuelta Abajo, chiefly to the French regie buyer.

Ben Rothschild bought above 600 bales of Vuelta Abajo, Partido and Remedios.

Antonio Suarez disposed of 700 bales of Vuelta Abajo.

Domingo Aldao, of "Las Tres Naciones" (Spain, Germany and the United States) fame, secured 400 bales of Vuelta Abajo and Partido for his New York factory.

G. Salomon y Hnos were kept busy in turning over 700 bales of Vuelta Abajo and Remedios to various buyers.

B. Perlman, in order to replace his burnt stock in Baltimore, purchased 400 bales of Vuelta Abajo and Remedios.

Heres Saiz & Co. were sellers of 500 bales of Vuelta Abajo, part of which went to the French Regie.

Sol. Hamburger is working like a beaver again, but as usual takes all the time needed to find the best goods for his trade and at the right prices.

Sobrinos de A. Gonzalez sold 400 bales of Vuelta Abajo and Remedios.

Mendelsohn, Bornemann & Co. have opened their new warehouse and office at Amistad 95, where they have a capacity for storing 3000 bales. As Don Jose is a hustler and has many friends, it is to be presumed that his present trip to the west, via New Orleans, will result in many large orders.

Jose Menendez disposed of 350 bales of Vuelta Abajo, Partido and Remedios. Edgar J. Stachelberg is hard at work picking out some choice Vuelta Abajo factory vegas for his Tampa factory.

The Loebl-Nunez Havana Co. closed out 200 bales of Remedios, and has some larger trades pending. They do not complain about lack of orders and are well pleased with the way business is going on here.

Bridat, Mont'ros & Co. have been very busy in attending to their various customers and must have bought and sold some 700 bales upon a commission basis. Rodriguez, Bautista & Co. turned over 200 bales of their fine stock of Remedios, Vuelta Abajo and Partido.

H. Upmann & Co. shipped 450,000 cigars last week and purchased 300 bales for their American friends.

Sobrinos de V. Diaz sold 150 bales of Remedios.

Muniz, Hnos & Co. have some very large trades pending (500 to 600 bales), the only difficulty being a slight price difference.

Suarez Hnos disposed of 150 bales of Vuelta Abajo.

Walter Himml had his hands full in selling 100 bales of his stock of Vuelta

Abajo and Partido and buying 600 bales of all kinds of leaf upon commission for his friends.

Itabell, Costa & Co. turned over 100 bales of Vuelta Abajo.

Leonard Friedman & Co. have been very busy attending to the execution of orders from their friends, shipping goods and selling also to local factories.

Grau, Planas y Co. closed out 100 bales of Remedios.

A. M. Calzada & Co. bought and sold 500 bales of Vuelta Abajo and Remedios upon a commission basis for their customers.

Jose F. Rocha disposed of 100 bales of Vuelta Abajo.

WHAT THE KAISER SMOKES.

That the German Emperor smokes cigars costing \$1.50 each, as published in the "Tobacco World" of February 24, is strongly denied here, as his cigars do not run above 25 cents each, if paid for by him, although it may be possible that some friend or admirer occasionally makes him a present of cigars costing \$1.50 each.

Receipts of Tobacco from the Country.

	Week Ending	Since
	Mar. 5.	Jan. 1.
Vuelta Abajo	240	1,967
Semi Vuelta	41	199
Partido	103	1,853
Matanzas	1	69
S. Clara & Remedios	95	3,995
Santiago de Cuba	—	242
Total	480	8,325

Sales in Lancaster

Seed Leaf Held as Collateral Sold For a Trust Company.

Lancaster, Pa., March 15, 1904.

Conditions in the leaf trade of this city remain unchanged. Tobacco buyers have experienced some rough driving during the past week, resulting in a curtailment of operations; yet there was considerable tobacco received during the week. Prices have not changed materially. Considerable tobacco is being received from York County, and at least one dealer ventures the opinion that some of the crops in that county were this year better than many of the crops in Lancaster. If this be a fact, it is not generally admitted. Business in old goods was none too brisk; only one sale of 150 cases 1902 goods was reported, others being of smaller amounts.

On Wednesday last there was sold 199 case of Pennsylvania seed leaf at the tobacco warehouse of John H. Myers, on North Prince street, for the account of a local trust company, which held the goods as collateral. The sale was fairly well attended. Seventy-four cases were sold at 13½ cents to the United Cigar Manufacturers, fifty-two cases at 7.3c. to Kramer & Goldberg, and thirty-nine cases at 10½c; twenty-two cases at 9c, and 12 cases at 10c., were sold to M. (Concluded on page 22.)

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS.
Estrella 42, **Habana, Cuba.**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," **Habana, Cuba.**

E. A. KRAUSSMAN
Importer of **HAVANA TOBACCO**
170 Water Street, **NEW YORK**

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

UNITED CIGAR Manufacturers
BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., **NEW YORK.**

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

Importers of New York Amsterdam.
J. & E. Cranz, Sumatra Tobacco, 144 Maiden Lane, Trascala.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Co.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

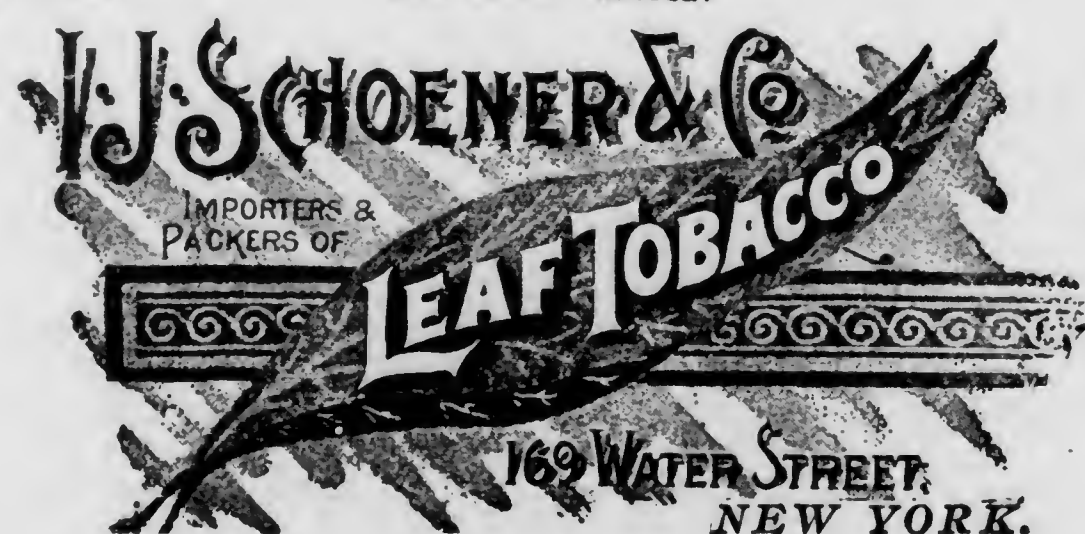
141 Water St.
IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

J. SCHOENER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE, NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco
No. 138 Water Street, New York

Established 1840.

Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana
and Packers of Connecticut Leaf

Tobacco

125 Maiden Lane,

NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Leaf Tobacco

Packers of No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

PAMBURGER, BROS. & CO.

Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA
and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

F. E. Fonseca & Co. are to remove from Chambers street to 129 Duane street.

The loss resulting from the burning of the headquarters of S. Monday & Sons at 258 Wythe avenue, Brooklyn, was about \$40,000.

I. S. Heller, O. Toffler and D. J. Gallert are the incorporations of the Mercantile Cigar Co. of New York; the capital stock is \$10,000.

Max A. Von Plein is now conducting under the name of the German American Cigar Co., stores at 60 Barclay street, 42 Nassau and 14 West Broadway, also stores in Hoboken and Newark.

Purchases at the first of the Sumatra inscriptions included 350 bales by G. Falk & Brother, 115 by Rothschild & Brother, and 275—including Franco Deli, J. H. M. Deli and B. & C. Amsterdam Deli—by S. Rossin & Sons. The purchases by E. Rosenwald & Brother included LPC Padang Tjermin, Deli My QM, Amsterdam Deli Co V, EK Deli and SM Sumatra A. The day prior to the sale Leonard Friedman & Co. secured 450 bales of the N A T M F's. A. Cohn & Co. bought all of the 1,053 bales of Deli Toewas offered, also bales of other marks.

This is the way the Morning Telegraph prints an account of a recent fire:

At the next meeting of the Retail Cigar and Tobacco Dealers' Association the question of amending the by laws so that nine instead of five shall constitute the board of directors will be voted on.

The cafe and cigar stand conducted by E. L. Heyman at 339 Broadway, up to the time of his suicide, last summer, has been closed out and the premises are to be used for another line of business.

In the suit of the M. & E. Solomon Tobacco Co. vs Simon Auerbach & Co., involving payment of duty on a quantity of Sumatra tobacco, judgment has been rendered in favor of the plaintiffs for upwards of \$800.

The directors of the Continental Tobacco Co. re-elected for three years are: R. K. Smith, Geo. A. Heime, O. H. Payne, P. S. Hill, Chas. A. Halliwell and Thomas Dolan. Harry Weissinger was elected a director for one year.

Only about twenty members attended the last meeting of the Retail Cigar and Tobacco Dealers' Association and several of these sharply criticised the action of the directors in recommending that the stockholders meet as such only once a year and that an auxiliary association be formed, with equal voting privileges for all members, for social purposes and to advance general trade interests. A committee was appointed to oppose any attempt to establish cigar stands at elevated and subway railroad stations.

Adolph Osterloh, president of the Halpin Newcomb Tobacco Company and treasurer of the Independent Tobacco Manufacturers' Association, will sever his connection with both institutions and

leave for New York, probably on Monday next, where he will accept a position with the Continental Tobacco Company.

Mr. Osterloh said today that the business of the Halpin Newcomb Company would proceed uninterruptedly. Nothing has yet been done towards selecting a successor to Mr. Osterloh by the independent association. Mr. Landstreet, the president of the association, could not be seen today, but it is understood that the action of Mr. Osterloh comes in the nature of a surprise. The independents are now in the midst of a stiff fight for control of the New England market.

—Richmond (Va.) News.

As a result of the extensive smuggling of tobacco into this port which has been going on for some months, Collector of the Port Nevada N. Stranahan sent a letter last week to the various steamship lines which said in part:

"The increased smuggling of tobacco and liquors from steamships arriving at this port indicate a laxity of supervision on the part of the officers of certain lines. Under the United States revenue laws fines may be imposed against masters of vessels violating the same.

"Notice is hereby given that from and after this date all penalties for violation of the revenue laws on the part of the steamship lines, or their officers, will be enforced without exception."

The collector and the law division, it is understood, propose to hold the steamship lines, the vessels of which are used by smugglers, of course without knowledge, responsible, nevertheless, for the practice of the smugglers. In connection with the work being done at this port to stamp out the smuggling of tobacco and liquors it is understood that plans were made some time ago and have since been in working order by which a vigilant watch is kept at foreign ports, especially at Rotterdam and Amsterdam.

Considerable discussion has resulted from the assertion by Dr. Seaver, physical director of the Yale gymnasium, that according to his observation, high-stand men at Yale do not smoke, and that men who do smoke are of mediocre attainments or low standing.

Naturally, there are many who do not agree with Dr. Seaver. While some agree with him to the extent that both

the manners and the mentality of the Yale students offer opportunity for improvement, they are quite positive that using tobacco in any of its forms has absolutely nothing to do with the matter.

A writer in Harper's Weekly takes the stand that Yale students are hardly to be accepted as criterions in this matter, and points to the easily substantiated fact that in New York most of the high-stand men are smokers. He says:

"Ordinary observation indicates that a large majority of the leading men in New York—judges, politicians, merchants, bankers, lawyers, doctors—smoke tobacco. It would not be possible here, nor probably in any other city, to observe reduced mental activity as a general consequence of using tobacco, or to find due basis for the opinion that the inclination to smoke betokens an inferior mind."

Testimony concerning the different methods of packing leaf tobacco for shipment was heard recently in New York by General Appraiser I. F. Fischer as the principal issue in deciding the protest of Sutter Bros., Inc., against the action of the collector of customs in classifying certain leaf tobacco imported by them. The point of dispute was whether or not these consignments of tobacco received by that firm had been so packed as to disguise the class of merchandise it was, and in doing so to get the benefit of a lower rate.

The tobacco was imported in three shipments, averaging one hundred bales each. The bales arrived in New York in October and were entered for duty as filler tobacco. According to the collector of customs an investigation proved that packed in such a manner as to deceive the authorities was a considerable amount of very fine wrapper tobacco.

Under the provisions of paragraph 213 of the Tariff Act filler tobacco was then assessable at thirty-five cents per pound, while under the provisions of the same paragraph wrapper tobacco was assessable at \$1.85 per pound. The fact that the wrappers were considered a good grade, however, had no bearing on the cases as the duty is uniform for all grades.

Under the statutes, when 15 per cent. or over of a bale of tobacco consists of wrapper tobacco the whole shall be dutiable as such, and from the testimony offered it is believed that over 40 per cent. of the bales contained that amount. It was also admitted by a witness for the protestants that the bales would probably average ninety pounds each, which would mean a difference of over \$16,000 between the duty assessed by the collector and the duty claimed by the importers.

The most important evidence submitted at the hearing was the admission by witnesses for the importers that the tobacco had been packed in an irregular manner. The decision was reserved.

A LIST OF THE JOBGING HOUSES

OF THE
United States,

INCLUDING

Wholesale Cigar and Tobacco Dealers,
Wholesale Grocers, Wholesale Druggists,
Wholesale Liquor Dealers,
and Wholesale Confectioners,

Is Given in Our

TOBACCO TRADE DIRECTORY

AND

READY REFERENCE,

Besides the Names of the Buyers of the Cigar and
Tobacco Departments of the Principal
Wholesale Houses.

Every Manufacturer Needs It,
and the PRICE is only ONE DOLLAR---Delivered.

The Jobbers Want It,

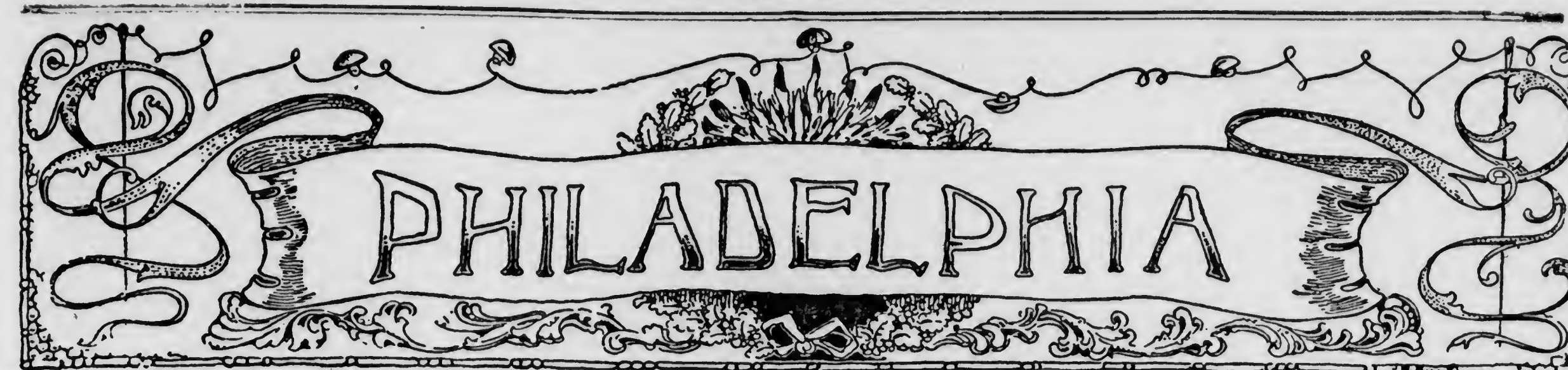
*Because it is the only book in existence giving Factory Numbers of
All Factories in Pennsylvania.*

PUBLISHED ONLY BY

Tobacco World Publishing Company,
224 Arch St., Philadelphia.

Fully Protected by Copyright.

SEND FOR IT NOW.



DIRECT FROM HOLLAND.

L. G. Haeussermann & Sons were early buyers of Sumatra this year and now have on the way from Amsterdam, per steamer Euxinia sixteen bales of new goods. This firm imports a considerable quantity of its goods direct to Philadelphia and the invoice named above will come in that way.

LARGE IMPORTATION.

By an error in the last issue of The Tobacco World the importation of Havana tobacco by F. Eckerson & Co. per steamer Esperanza was stated at 15 bales, although in fact it was 525 bales. All of this was selected and purchased personally by Felix Eckerson, the senior member of the firm.

RETAILERS' REORGANIZATION.

The intended all-day convention planned for by the Retail Cigar and Tobacco Dealers' Association of Philadelphia will not be held before May, although the intention originally was to have such a gathering in the latter part of March. More time than was at first thought necessary to make preparations has been found to be required and, consequently, delay for about a month has been decided on. If a sufficient number of local retailers can be interested in the project a reorganization of the present association will be effected or a new association will be formed. At present the prospects are that the present association will go out of existence without any successor at the next meeting, March 24.

YEARLY BENEFICIAL ASSOCIATION.

On Monday, March 7th, occurred the annual meeting of the Frishmuth Yearly Beneficial Association. The President, Mr. John C. W. Frishmuth being in the South, the Vice President, Mr. Hiram D. Miller, called the society to order. The Secretary's report showed that \$218.85 had been paid to members during the year. These expenditures included one death claim of \$100 and several "sick benefits." This left \$587.69, which amount was divided among the members prorata. After the money was distributed, and the association had reorganized for another year, electing the former officers, all retired to the third floor of the build-

ing, where a sumptuous repast, furnished by Mess. Frishmuth Bro. & Co., was served. The afternoon was then spent in dancing and other amusements, which all participated in and seemed to enjoy.

BOGUS UNION LABELS.

The arrests of H. L. Haines, J. Fred Holzinger and N. G. Meads of Red Lion, on charges of counterfeiting union cigar labels were on evidence procured by Detective Charles White and I. B. Kuhn, chairman of the Ninth District Label Association. In commenting upon the suits Mr. Kuhn says:

"For years the association has been aware that Red Lion has been the headquarters of a gang of union label counterfeiters, who disposed of their wares to dealers in all parts of the United States, especially to such remote cities as Seattle, San Francisco, Salt Lake City and Denver. The prices of cigars in Philadelphia, Pittsburg, St. Louis, Chicago and Kansas City were frequently affected by counterfeit labels alleged to have been made and sold in Red Lion and vicinity.

Red Lion was selected as the headquarters because it is in the Ninth Pennsylvania Revenue district, which, in regard to wages paid cigarmakers and their helpers, is the cheapest in the United States. At Red Lion the wages paid non-union cigarmakers range from \$2 to \$8 a thousand cigars, while the union standard of wages elsewhere is from \$7 to \$15.

By the cleverness of the gang, innocent boxmakers have been brought into the game, and have unwittingly stamped the boxes with the regular number of a union factory never thinking they would ultimately come into the hands of the bogus label gang.

A number of fake factories were maintained. These were usually located in barns, where the cigars of cheap labor were packed in boxes and labeled with the bogus union label. Such names as the Crown and the Crown Point Cigar Companies figured upon the fake factory labels. These names were frequently changed.

These detectives state that they met with the greatest difficulty in securing evidence, and their efforts were frustrated at every turn by the cunning of those with whom they were dealing. For months they pursued their investigations, and they now assert that, with the discoveries they have made, they are able to put their hands on the printing estab-

lishments that have been turning out bogus labels by the millions.

Messrs. Meads, Haines and Holzinger appeared before Justice A. Lilly, at McSherrystown, each waiving a hearing and furnishing \$1,000 bail for their appearance at the Adams County Court.

BOARD OF TRADE MEETING.

Even if there is no superstition among the members of the Philadelphia Leaf Tobacco Board of Trade—and there probably isn't; for they are a broad-minded lot of business men—the arrival of E. A. Calves, of E. A. Calves & Co., during their annual meeting on Tuesday afternoon, prevented any possible misgivings on the part of the four chosen to represent the association at the annual meeting of the National Association, to be held in St. Louis in May.

The voting for delegates was in progress, with only thirteen ballots to be cast, when the gentleman above named entered the meeting and broke whatever hoodoo there may have been, his vote making the fourteenth.

The election of delegates resulted in the choice of John R. Young, Adolf Loeb, John T. Dohan and M. Rosenberg. The President was authorized to appoint alternates if anything should happen to prevent attendance of any of the delegates.

Those in attendance at the meeting were John R. Young, J. S. Batroff, S. Weinberg, W. H. Dohan, M. Rosenberg, L. Bythiner, J. Prince, Milton Herold, K. Straus, Geo. W. Bremer, Jr., S. Grubosky, F. Eckerson, George Burghard, Sol. Loeb and E. A. Calves.

The annual reports of the secretary and the treasurer were read and approved.

A committee of three, consisting of Messrs. Batroff, George W. Bremer, Jr., and Young, was appointed to call on members whose interest in the association had not been actively manifested recently and to impress upon them the advantage of having all the leaf dealers in the city united, so that a strong front might be presented whenever matters vitally affecting the trade should present themselves.

Officers and directors were re-elected as follows: President, John R. Young; Vice President, George W. Bremer, Jr.; Treasurer, W. H. Dohan; Secretary, J. S. Batroff; Directors, George Burghard,

Leopold Loeb, H. Hirschberg, M. Rosenberg, Harry W. Bremer.

MOSTLY PERSONAL.

Hipple Brothers are putting up, in Bainbridge, Lancaster county, a special packing for their trade.

George H. Valentine, of A. S. Valentine & Sons, is expected home from Minnesota in a few days.

The February output of cigars in the First Pennsylvania District was 41,084,560 in 1903 and 45,557,120 in 1904.

W. E. Dotts, of the firm of Dotts & Keeley, has the sympathy of many friends, on the death of his mother which occurred last week.

On the steamer Morro Castle which arrived in New York Tuesday from Havana were 102 barrels of stripped tobacco and ten bales of leaf tobacco for the Loeb-Nunez Tobacco Co.

John A. Kinney, Philadelphia representative of A. Cohn & Co. of New York, was summoned to Cleveland Monday by a telegram from a brother, informing him of the critical illness of their mother.

W. J. Ryan has become the lessee of the cigar stand in the Arcade Building at the approach of the Pennsylvania Railroad Station and will handle the goods of the El Provedo Cigar Factory and Stewart Newburger & Co.

B. Labe, of B. Labe & Sons, who has been abroad nearly a year is the only Philadelphia leaf dealer now in Holland, but Adolf Loeb, of K. Straus & Co. will arrive there in a few days. Sol Loeb, of the Loeb-Swartz Tobacco Co. is to be present at later inscriptions as will either Leopold Loeb or Milton Herold.

Ten bales of Havana leaf consigned to the Theobald & Oppenheimer Co. and seized at the custom house in Tampa in May of last year, has been released by order of the United States Court, the discrepancy in the invoice having been shown to be due to a mistake on the part of the shipper, and there being no evidence of an intent to defraud.

The agents of the Sabbath Association show no indications of any intention of resuming prosecutions against cigar dealers for making Sunday sales, but in case the appealed case of the informer convicted of violating the law of 1794

If you want a **LEADER**

in Union-Made Cigars,
WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

should be decided in his favor or a renewal of such prosecutions probably will be attempted if a magistrate willing to entertain the complaints can be found.

Although the members of the Local Leaf Tobacco Board of Trade took no action on the Tawney bill when they discussed it at their January meeting, all then present expressed themselves in favor of this measure, which, on Saturday last, was the subject of a favorable report ordered to the full Committee on Ways and Means by the sub-committee having that matter in charge. An amendment to obviate a constitutional question was made in the bill. This bill, as is well known prohibits the packing of coupons, etc., with manufactured tobacco.

PHILADELPHIA LEAF MARKET

While selling of Havana is fairly active, there continues to be little doing in Sumatra, but a revival in the latter is expected to be pronounced after two or three more inscriptions. Wise buyers are picking up satisfactory lots of 1902 Wisconsin, the demand for which is in-

creasing, owing to the misfortunes attending the 1903 crop.

EXPORTS:

Liverpool—12 tcs tobacco, 14 tons do.
San Andreas—32 caddies plug tobacco,
42 bbls leaf tobacco.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Diesels, Daisy, and Kelce suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline and Water Motors, New and Second-hand Cigar Machinery of every description. Thousands of second hand Cigar Molds What do you need? Address WINGET MACHINE Co., York, Pa. 12-23-11

CIGAR MANUFACTURER having large factory and ample facilities, will make up special or private brands for jobbers or other manufacturers desiring some goods made up at very reasonable figures. Address MANUF CRURER, Box 147, care of The Tobacco World. 3-2-11

FOR SALE.—A well established Cigar Factory of 30 years in a town of 8,000 inhabitants in Central Penna. Good trade and a fine business for the right party. Reason for selling, poor health. Address ANXIOUS, care of Box 146, Tobacco World Philadelphia. 3-16-11

WANTED.—A good reliable and experienced Cigar Salesman by a factory making a fine line of goods. Salary and expenses. None but first class need apply. Address with reference H, care of Box 145, Tobacco World, Phila 3-16-11

To Secure Better Prices.

Farmers of Fulton county, Ky., are organizing clubs the members of which pledge themselves to hold on to their tobacco until more than the prices now offered, \$3 to \$5 per hundred, can be secured. Last year's average price was about \$7.50.

Holland Steamer Damaged.

The Holland-American Line steamer Statendam, Captain Baker, which sailed from Rotterdam March 12 for New York, has returned to Falmouth from 190 miles west of Scilly with her boilers and furnaces damaged.



Union **MILD** Made



CHEWING or SMOKING TOBACCO

MANUFACTURED BY
PENNSYLVANIA TOBACCO WORKS, Inc., READING, PA.

Factory No. 7, First District, Pennsylvania.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons.
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'f'rs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

WE CAN
SAVE YOU MONEY
The Sternberg
M'f'g Co.
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF
Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

OUR LANCASTER LETTER.

(Concluded from page 11.)

Rosenthal & Co. Several New York buyers were also present, but informed your correspondent that most of the several lots were too small for their needs, and consequently they paid little or no attention to the offerings.

Louis A. Kramer, of Kramer & Gold-berg, is on a western business trip, and when last heard from was in Chicago, doing fairly well.

The cigar industry seems to be im- proving, especially with several of our local factories.

E. F. Law, of West End avenue, made a recent brief trip among some of his jobbers and secured a goodly lot of or- ders.

S. R. Moss has received from S. I. Mess an order for a quarter million Lit- tle Minister 5c. cigars, to be shipped to Vincent Bros., of Rochester, N. Y. E. H. Broidy, also with S. R. Moss, has been effectively covering Ohio and In- diana, in his further exploitation of the Little Minister among the jobbing houses in those States.

Herman Moss, of the Banner Cigar Co., left recently for the Pacific Coast and has been sending in orders from all points stopped at en route.

Luther M. Case, of Winsted, Conn., made a short visit to this city last week, and Meyer Jaskulek, from Cleveland, O., was showing a line of his special- ties (Ohio tobacco) to the local trade.

Andrew W. Zook has opened a retail store and a factory at 51 East Grant street. Mr. Zook was formerly in the employ of Albright & Bro.

Among the several visiting leaf men who were lately: were Ed. Levinson; with Leonard Friedman & Co.; Howard E. Stevenson, with E. Rosenwald & Bro.; Jesse Falk, of G. Falk & Bro., all of New York; J. E. Shepherd, of South Windsor, Conn., and Geo. W. Newman, of Young & Newman, Philadelphia.

C. W. Shissler, son of Simon Shissler, the popular tobacconist, has been laid up for several days with grippe.

J. E. Sherts, of J. E. Sherts & Co., has been on a business trip through the eastern part of Pennsylvania.

FORGERY OF COUPONS.

Half a Million Fraudulent Ones Found in Engraver's Trunk.

Springfield, Mass., March 11.—Alfred M. Fanning was arrested yesterday by Detective Levisness, of New York, on suspicion that he had engraved bogus coupons to get premiums offered by the American Tobacco Company. Several trunks, umbrellas and music boxes already obtained were found in his room.

The idea is said to be original with Fanning. The tobacco company's offi- cers say that had Fanning been con- tent to issue only a moderate number there is no reason to believe that he would have been detected.

Half a million coupons were found in Fanning's trunk. He had probably al- ready received goods amounting to thou- sands of dollars from the tobacco com- pany through false coupons. The charge of forgery is possible, since Fanning counterfeited the personal signature of an officer of the company on each cou- pon. He is a skilled engraver, and came here three years ago from Springfield, Ohio.

ANNUAL REPORTS
of the
Consolidated, Continental and
American Tobacco Companies.

Consolidated Tobacco Co.

JERSEY CITY, N. J., March 9, 1904.

The Treasurer's Report to the Stock- holders of the Consolidated To- bacco Company of New Jersey.

The treasurer respectfully submits a report of the financial condition of your company for the year ending December 31, 1903.

The net earnings of the year, after deducting all charges and ex- penses for manage- ment, etc., are \$16,358,124 39

Deduct:
4 per cent. interest on bonds 6,340,800 00

Net applicable to surplus account \$10,017,324 39

Surplus as per statement Dec. 31, 1902 950,215 58

Surplus Dec. 31, 1903 \$10,967,539 97

The above statement does not include this company's share amounting to over \$16,290,000 of the surplus as of Dec. 31, 1903, on the books of the American To- bacco Company and Continental Tobacco Company.

Of said amount (\$16,290,000) over \$2,520,000 is this company's share of the undivided net earnings of the two com- panies named for the year 1903, the re- mainder being for previous years.

The balance sheet is herewith sub- mitted.

J. M. W. HICKS, Asst. Treasurer

FINANCIAL STATEMENT.

December 31, 1903.

Assets.
Stocks and Bonds.
Common stock of the American Tobacco Company and Conti- nental Tobacco Com- pany deposited with Morton Trust Com- pany to secure bonds of this company \$157,378,200 00
Other stocks and bonds 34,582,682 11

Total \$191,960,882 11
Cash 5,359,200 66
Bills and accounts re- ceivable 17,620,907 44
Office furniture 51 45

Total assets \$214,941,041 66
Liabilities.
Capital stock \$40,000,000 00
Bonds 157,378,200 00
Accrued interest on bonds 2,622,970 00
Accounts and bills pay- able 3,972,331 69

Total liabilities \$203,973,501 69
Surplus 10,967,539 97

Amount Dec. 31, 1902 950,215 58
Added in 1903 10,017,324 39

\$10,967,539 97

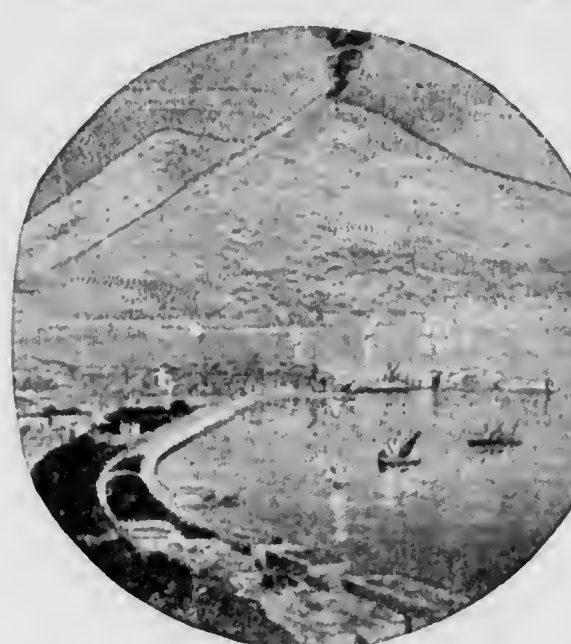
AMERICAN EMPIRE



10 CENT



EL VOLCANO



5 CENT

Continental Tobacco Co.

JERSEY CITY, N. J., March 9, 1904.

The Treasurer's Report to the Stock holders of the Continental Tobacco Company.

The treasurer respectfully submits a report of the financial condition of your company, for the year ending December 31, 1903.

There has been no change in either the capital stock or 7 per cent. gold debenture bonds during the year, the total amount now outstanding being \$48,844,600 preferred stock, \$48,846,100 common stock, and \$1,581,100 7 per cent. gold debentures, maturing April 1, 1905.

The net earnings of the year, after deducting all charges and ex- penses for manage- ment, are \$12,756,784 06

Deduct:
7 per cent. dividends on preferred stock 3,419,122 00

Net applicable to surplus account 9,337,662 06

Surplus as per statement December 31, 1902 6,597,446 25

Total \$15,935,108 31

Deduct:
16 per cent. dividend on common stock 7,815,376 00

Surplus Dec. 31, 1903 \$8,119,732 31

The balance sheet is herewith sub- mitted.

H. D. KINGSBURY, Treasurer.

FINANCIAL STATEMENT.

December 31, 1903.

Assets.
Real estate, machinery, fixtures, trade marks, patents, good will, etc. \$171,198,191 69
Leaf, manufactured stock, operating supplies, etc. 7,365,220 13
Stock in other companies 24,606,223 90
Cash 7,003,154 88
Bills and accounts re- ceivable 10,433,388 91

Total assets \$120,606,179 51

Liabilities.
Capital stock—preferred \$48,844,600 00

Capital stock—common 48,846,100 00

7 per cent. gold debenture bonds, due April 1, 1905, 1,581,100 00

Provision for dividend, preferred stock pay- able Jan. 2, 1904 854,780 50

Provision for dividend, common stock, pay- able Jan. 2, 1904 1,953,844 00

Accrued interest on 7 per cent. debentures to De- cember 31, 1903, \$27,- 669.25 2,836,293 75

Accrued commissions 1,203,213 09

Advertising fund 2,142,132 37

Bills and accounts pay- able 7,033,007 99

Total liabilities \$112,486,447 20

Surplus 8,119,732 31

As per statement, Dec. 31, 1902 6,597,446 25

Added in 1903 1,522,286 06

\$8,119,732 31

American Tobacco Co.

JERSEY CITY, N. J., March 9, 1904.

The Treasurer's Report to the Stockhold- ers of the American Tobacco Com- pany of New Jersey.

The treasurer respectfully submits a report of the financial condition of your company for the year ending December 31, 1903.

There has been no change in the cap- ital stock during the year; the total amount now outstanding being \$54,500,- 000 common stock and \$14,000,000 pre- ferred stock.

The net earnings of the year, after deducting all charges and ex- penses for manage- ment, etc., are \$8,664,784 64

Deduct:
8 per cent. dividends on preferred stock for the year 1903 1,120,000 00

Net, applicable to surplus account \$7,544,784 64

Surplus as per statement Dec. 31, 1902 7,204,608 81

Total \$14,749,393 45

Deduct:
12 per cent. dividends on common stock 6,540,000 00

Surplus Dec. 31, 1903 \$8,209,393 45

The balance sheet is herewith sub- mitted. B. N. DUKE, Treasurer.

FINANCIAL STATEMENT.

December 31, 1903.

Assets.
Real estate, machinery, fixtures, etc. \$5,167,570 34

Leaf tobacco, manufac- tured stock, operating supplies, etc. 12,012,349 46

Stocks in foreign com- panies 10,002,764 57

Stocks in other companies 12,970,604 86

Cash 4,724,644 68

Bills and accounts re- ceivable 12,315,296 82

Patents, trade marks, good will, etc. 28,847,030 71

Total assets \$86,040,261 44

Liabilities.
Capital stock, common \$54,500,000 00

Capital stock, preferred 14,000,000 00

Provision for regular quarterly dividend on preferred stock, paya- ble Feb. 1, 1904 280,000 00

Provision for dividend of 3 per cent. on common stock, payable Feb. 1, 1904 1,635,000 00

Accounts and bills pay- able 6,766,671 66

Advertising fund, \$649,- 196.33 9,330,867 99

Total liabilities \$77,830,867 99

Surplus 8,209,393 45

As per statement Dec. 31, 1902 7,204,608 81

Added in 1903 1,004,784 64

\$8,209,393 45

—For attempting to murder George W. Harris, Superintendent of the Connecti- cut Tobacco Co., Frank Pigeon, of Tariff- ville, Conn., has been given a sentence of not less than fifteen nor over twenty years.

Trade-Mark Register.

ONCE A WEEK. 14,378

For cigars. Registered March 8, 1904, at 9 a. m., by W. A. Haug, Philadelphia, Pa.

BELLMORE. 14,379

For cigars. Registered March 10, 1904, at 9 a. m., by Clinton H. Keath, Philadelphia, Pa.

PROPHET. 14,380

For smoking tobacco. Registered March 12, 1904, at 9 a. m., by Crab- tree Bros. & Co., Philadelphia, Pa.

EL TOGO. 14,381

For cigars, cigarettes, cheroots, sto- gies and tobacco. Registered March 12, 1904, at 9 a. m., by Louis A. Kramer, Lancaster, Pa.

ADMIRAL TOGO. 14,382

For cigars, cigarettes, cheroots, sto- gies and tobacco. Registered March 12, 1904, at 9 a. m., by Louis A. Kramer, Lancaster, Pa.

LA FLOR DE TOGO. 14,383

For cigars, cigarettes, cheroots, sto- gies and tobacco. Registered March 12, 1904, at 9 a. m., by Louis A. Kramer, Lancaster, Pa.

OLVIUS. 14,384

For cigars. Registered March 12, 1904, at 9 a. m., by A. H. Spangler, Codorus, Pa.

COLA. 14,385

For cigars. Registered March 12, 1904, at 9 a. m., by John G. Mumma, Lititz, Pa.

COLA RICO. 14,386

For cigars. Registered March 12, 1904, at 9 a. m., by John G. Mumma, Lititz, Pa.

RED DOG. 14,387

For plug and cut plug tobacco. Registered March 15, 1904, at 9 a. m., by the Bland Tobacco Co., Peters- burg, Va.

REJECTIONS.

Argood, Friendship, Penn Treaty, Success, Postman, Pee Wee.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Captivons, Adams House Special, La

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

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Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
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"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Match It, if you Can—You Can't.

Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Argumbeau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices, Quincy, Gadsden Co., Fla.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN,
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Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in 84-85 South St., New York
America, Perfectly New, Eight Stories High.

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Subida, Athletic Girl, Hit, Uncle Jim,
Drio Club, General Wrap, Critics, Baby
Tom, Palmetto Flag, Japanese Bride,
Amber Blend, Valley Dew, Charles Dick,
Senor Ricardo, Richard Dick, Charley
Dick, Senator Dick, Gov. Pierpont, Lord
Ashburne, Pride of the Carolinas, Minos,
Klinton, Meropi, 5405, 3303, Jappy,
James B. Angell, Shepherd King, Degree
Team, O. K. Sweeper, Junior Consul,
Lamione, Apolloni, Benevento, Judge
Woodward, Omikron, Odelot, El Nino
de Tampa, La Retta, Judge Newman,
Duke of Argyle, Horace N. Alen, Men
of Mark, Chicago Temple of Music,
Improved Cubanas, Northward Cigar,
Poseyco, Mush A Merry, La Calena, Jay
Tee, Gut, Besser, Am Besten, Feiner,
Fein, Hochfein, The Weitehahn, Kant-
Mis It, John Barclay, Sir John Barrow,
Wm. E. Baxter, Nicholas Bayard, Moses
Yale Beach, Geo. D. Ludlow, Anthony
Bleecker, Ger dus Beekman, Fred Hud-
son, W. Edgar Leroy, G. A. Henty,
Columbit National, Panamama, Mark
Lemon, John Leech, Sir John Van Brugh,
La Flor de Van Brugh, Semi Tropic, Sun
Tropic, Personalia, Great Adventure, The
Draughtsman, Pittsburg Heights, E. W.
O. K., Nis O Was Si, Jap, The Giant
Killer, Ferdinand, Vonn, Josef Israels,
Semi-Vuelta, Granny, The Churchman,
Newsies, Gingham, Bokara, Don Bon-
anza, Don De Ace, Don Adacio, Don
Bandito, Don B. talio, Don Vito, Don
Cavalier, Don Deboniar, Don Demoni,
Don Diceo, Do Elegancia, Don Armora,
Don Oporto Spania, Do Diadem, Don de
Arma, Don Fabio de Rimini, Father
James, Cuban Pirate, Pride of Antilles,
Registered Title, Sir Elegance, World's
Award, The Whirly Whirl, Two Pacifics,
Skat Rules, Made in Germany, Common
Law, El Vetezo.

At Boston, Philip Wolf has been in-
dicted by a grand jury for refilling cigar
boxes with bogus goods.

GENERAL NOTES.

Augustus N. Hannon succeeds T. M.
Harmon's Sons in the cigar manufactur-
ing business at Lock Haven, Pa.

John de Beer has been admitted to the
Amsterdam firm of Wagener & de Beer,
in plate of his late father, N. A. de Beer.

S. L. Goldberg & Sons, of Havana,
make announcement of a change of their
tobacco warehouse from No. 57 Calzada
de la Reina to Amistad 95 A and Dra-
gones 8.

At Versailles, Ky., the Continental
Tobacco Company has bought Harris
Bros.' last year's crop of 460,000 pounds
of burley tobacco for \$40,400, an average
of 9 cents a pound.

Louis Abrahams and Charles Katz are
under arrest in Chicago on a charge of
stealing over \$1,000 worth of tags from
the Florodora Tag Company, by which
they were employed.

Thad. H. Howe, who was President of
the Retail Cigar Dealers' Association
prior to last July, has transferred his six
Chicago stores to the United Cigar Stores
Company. The price is said to have
been about \$150,000.

A deal has been consummated where-
by the British-American Tobacco Com-
pany acquires the export business of
Alexander Cameron & Co. and William
Cameron & Bro., of Petersburg, Va., and
the branch houses in Melbourne, Sydney
and Adelaide, Australia.

George W. Perkins, president of the
Cigarmakers' International Union, left
Chicago Sunday night for Tampa, Fla.,
to investigate the condition of the trade
there. He will also visit Key West and
Cuba. While in Florida he will also
investigate the shooting of James Wood,
an organizer, about a year ago.

C.M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only

OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
HOLTZ, PA.

Makers of
High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE.
Capacity, 25,000 per day.
Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made Cigars

Our
Special
Brands:
ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
ENTUCKY CARDINAL,
"1303,"
"CHIEF BARON,"
"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade
Domestic
Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS

OF
**High Grade
Cigars.**
CAPACITY
75,000 PER DAY.



DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced Cigars

Red Lion, Pa.

Remember—the MELODIOUS "ar Leader



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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phonics { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers
in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. KOCHER & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill and experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The exports of leaf tobacco for January, 1904, were valued at \$4,465,346 while for January, 1903, it was only \$3,599,599, an increase of \$1,057,747, while for seven months it has run up to \$41,043,682, an increase of \$7,638,583. It is figured out that the exports of the year would amount to the enormous sum of \$70,000,000. Just think for a moment what \$70,000,000 means to the people of the United States, to be divided among the growers and the packers and merchants who have handled this large amount of leaf tobacco. Then think of the millions of dollars that have been expended for Havana and Sumatra, the one going out of the country, all of it (or nearly so) of a poor grade of goods, and as every man of you will say at shipping prices, that is very low prices. It is being replaced by tobacco of a high grade and at high prices, simply because the class of goods offered in the market will not make the grade of cigars demanded by the trade. Is there not a screw loose somewhere in the growing of our great money crop, and if so, does it not remain largely with the growers to give this screw a good hard twist, so that by another year the record will be less by at least a few million dollars? Try to raise a crop so that when it is offered on the market the buyer will not be obliged to look you in the face and tell you that this crop is better for shipping than it is for home consumption. Try once more and see if the great average for each month cannot be reduced a few per cent., understanding at the same time that the less shipping tobacco raised in the country the more dollars remain at home. Just so sure as the sun rises in the morning, if you do reduce this great average, a small amount of the gain will find its lodgment in your individual pocket books, and less money must be sent out of the country, thus making easier times at home. Remember that the man with a dark, thick leaf crop of tobacco is the one to suffer first. He must suffer any way he can fix it. Remember, too, that you cannot put up a poor crop of tobacco so as to regain the loss that it sustained while growing. So start now with the determination of raising a good crop, and see to it that you begin while you are at the seedbed. Be sure to have the bed well fertilized; have it near to water. If you cannot move the seedbed, if you have running water pipe it to the bed;

Phones: { Keystone, 65-64A Main
Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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L. L. BEDORTHA,
WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

drive a well, have the water handy. Try and see how much water a tobacco bed will stand and thrive by using lots of it. Be sure and not slight the bed when you make it; stir it up good and soft. Cover with glass so that the small plants won't feel as you have some of these cold winter nights, when the good wife has neglected to place an extra blanket within reach, and you get up in the morning looking blue and cross. The little fellows in the seedbed look just the same, and they don't grow. I don't know what the reason is. I think that, perhaps, in your hurry to go somewhere with the good lady who presides over your family affairs, and you say: "Well I guess I won't go over to put the glass on tonight." You better let the good woman worry a little, do your work as your own reason dictates, and have it done as well as you know how, then there will be no occasion for the question, "Why those plants don't grow." Remember it is your money crop.

Our correspondent from North Hatfield reports the sale of one crop, that of William Coffee, to James Day, at 10c per pound. The assorting shops are closed except Frank Jones and Oscar Belden Sons. Tobacco news is very scarce here. Northampton, Mass.: "McGrath Brothers are busy assorting tobacco since January; they employ about 50 hands. They say that the crop is a poor one."—American Cultivator.

BALDWINVILLE, N. Y.
The market for the new crop has not yet opened and few sales have been reported during the past week. It is expected that with improved roads the buyers will be in the field and that there will be an active market. E. E. Wells, who as usual had a good crop, has sold his three acres of 1903 tobacco to J. W. Upson at 13 cents, assorted. E. C. Munroe is preparing to open his warehouse and expects to be receiving his purchases in a few days.—Gazette.

EDGERTON, WIS.
Only a moderate amount of riding is being done for the new crop and nowhere

is there much competition among buyers developing. As a tendency the rule is towards low prices though an occasional lot of choice goods is taken at about the earlier figures. Nothing like a general movement is under way at the present. Sales coming to notice are:

D. W. Huston, 15a at 7 1/2 and 1c.
H. Pepper, 6a at 7 1/2 and 1c.
F. Gred, 4a at 7 and 1c.
Lars Nesthus, 6a at 7 and 1c.
Thos. Ford, 8a at 8 and 1c.
John Sherman, 3 1/2 a at 5 and 1c.
J. Stricker, 3a at 5, 10 and 1c.
H. Abblet, 4a at 5 and 1c.
F. Becker, 4a at 5 and 1c.
Wm. Stricker, 3 1/2 a at 5 and 1c.
G. N. Simmons, 3 1/2 a at 5c.
Wm. Mellarch, 2 1/2 a at 5 and 1c.

The deliveries of the new crop have just about equalled the needs of the warehouses in operating during the week.

Some old leaf is moving again both among packers and from first hands. Fisher & Fisher sold 300 cases of '01 to L. Weil of New York. L. B. Carle & Son purchased 300 cases of '01 and '02 of the Johnson packing at Morrisville and sold 150 cases during the week. Conway & Hubbell purchased about 60 cases of '02 from growers, which comprise the main transactions reaching us.

The casing weather this week has probably given growers a chance to remove the last of their hanging tobacco for stripping.

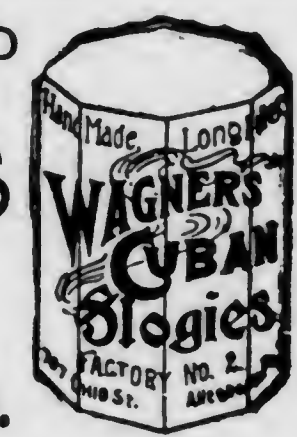
Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.
Continued cold, windy weather prevents handling the new crop. Buyers are still riding and buying the dark, heavy crops at 5 to 7c crop round. The old stocks are slowly reducing, consisting

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, Barnesville, Ohio, MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB RUSTIC BLUE POINTS CRYSTAL PRIVATE STOCK TRIUMPH OLD JUDGE CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
AKRON, PA. Correspondence Solicited

Special Brands made to order. Telephone Connection.
JOHN E. OLP,
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.

Strictly
Hand-Made.

They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

REGISTER YOUR
CIGAR & TOBACCO BRANDS
WITH
THE TOBACCO WORLD

largely of the dark, heavy styles, held firmly at

QUOTATIONS

Leaf—Short 18 to 20 in.: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.
Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

No Lugs on the market.
Receipts for the week, 60 hhds.; for the year, 110 hhds. Sales for the week, 41 hhds; for the year, 553 hhds.

Manufacturers should look after the new crop, as it is fine manufacturing tobacco.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 185 hhds, all new crop. Private sales this week, 91 hhds; lap from last week, 46 hhds—making sales for the week ending March 11, 137 hhds, nearly all old tobacco. There was no material change in prices.

With a few mild days, sales at the loose warehouses have been fuller and factory receipts have been larger.

The new crop shows scarcity of spinning grades and good stemming leaf; but few strips will be made in the district. Planters are unusually indifferent about making preparations for another tobacco crop, and Burley will be planted in such parts of the Dark districts as have soil suitable for that variety.

QUOTATIONS: (Old.)

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

Business Changes, Fires, Etc.

Alabama.
Birmingham.—Baltimore Cigar Mfg. Co., wholesale dealers, change in partners. California.

Los Angeles.—J. J. Gans & Brother, wholesale cigars, dissolved; succeeded by J. J. Gans.

San Francisco.—Thomas Wilson, cigars and tobacco, dead.

Indiana.
Columbia City.—W. A. Ball, cigars, etc., succeeded by H. L. Hartsock.

Wabash.—James Huddleston, cigars, chattel mortgage, \$100.

Iowa.
Cedar Rapids.—Samuel Kushner, cigars, discontinued.

Hanlontown.—Magnus Borg, cigars, bill of sale, \$1.

Maine.
Richmond.—James A. Proctor, retail cigars, sold out.

Massachusetts.
Boston.—J. M. Howard, chattel mortgage, \$406, discharged.

Worcester.—C. O. Benoit, cigars, etc., real estate mortgage, \$2,000.—Y. H. Kunitz, real estate mortgage, \$3,300.

Michigan.
Detroit.—Louis Kuttner & Sons, wholesale leaf tobacco, succeeded by L. Kuttner & Sons, Inc.

Grand Rapids.—A. E. McGuire retires from the firm of Geo. H. Seymour & Co.,

cigar manufacturers.

Nebraska.
Wymore.—E. L. Mansfield, cigars, succeeded by C. A. Peterson.

New York.
Camden.—Jas. H. Kenny, cigar manufacturer, assigned.

Ithaca.—Augustus Schaefer, cigar manufacturer, chattel mortgage, \$365.
New York City.—Burger Bros., manufacturers and retail cigars, burned out.

Ohio.
Dayton.—John H. Baumer, cigar mfr., real estate mortgage, \$2,700.—Wallaston & Hammond, cigars, dissolved.

Lima.—Mrs. Augusta Sontag, cigars, etc., sold out.

Pennsylvania.
Dickson City.—Alfred Mountford, cigars, etc., judgment \$1,500.

Wisconsin.
Kenosha.—Charles Ungemach, cigar mfr., real estate mortgage, \$400.

PATENTS RELATING TO TOBACCO, Etc.

754,285 Tobacco clamp; Robert C. Dick, Whitsett, assignor to H. A. Reams, Dunham, N. C.

753,963 Cigarette; Wm. C. Doscher, New York City.

754,221 Match safe; Daniel S. Kissam, Orange, N. J.

753,989 Match box; Jacob Long, St. Paul, Kans.

754,338 Tobacco pipe; Josef Pareis, Vienna, Austria-Hungary.

754,091 Match box; Patrick F. Quinn, and G. Soylian, New York City.

754,265 Match composition; John A. Wendel, Milwaukee, Wis.

754,110 Cigar band, Charles F. Zenker, New York City.

Cairo Cigarette Makers.

The strike of the cigarette makers in Cairo, which has lasted all the winter, seems to be really coming to an end. At last the Greek Consul, Mr. M. Genadiss, has interfered—strange that he did not do so long ago, as all the manufacturers are Greek and so are most of the strikers. He has persuaded the manufacturers to accept most of the conditions made by the strikers. The manufacturers have reserved to themselves the right of only taking those strikers on again who have not given way to wild excesses or acted as leaders.—Deutsche Tabak Zeitung.

WILL INSURE THEMSELVES.

A letter from Janesville, Wis., says, The first of a chain of mutual insurance companies to be organized among tobacco men in the State was formed here last week, and \$200,000 of business was pledged by the sixty tobacco men in attendance. The company is to be known as the Bower City Mutual Fire Insurance Company of Janesville, and other companies are soon to be organized elsewhere.

Among the cities where companies will probably be formed are Viroqua, Edgerton, Sparta, Madison and Jefferson.

Officers elected were: President, F. S. Baines; vice president, N. L. Carle; secretary, E. Soverhill; treasurer, W. F. Jeffris, Janesville.

Those interested say these companies will reduce the cost of insurance on tobacco about 20 per cent.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

FRAZIER M. DOLBERER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 12 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Hopkinsville, Ky.
Office Address: "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Clapper.

CIGAR MOLDS
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description
A. Kauffman & Brc., York, Pa.
INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher Fred Schnabel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hensing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
Largest CHEAPEST
Lithographers,
116 and 118 E. Fourteenth St., NEW YORK.



"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Fire Insurance Insurance on
Stock Companies Only. Tobacco & Cigars
a Specialty.
27 E. Orange St., Lancaster, Pa.



FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors
Since 1855.
Please write for these.
Guaranteed to be the Strongest, Cheapest, and Best



FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro Cable Address,
"CLARK."
Leaf Tobacco Brokers,
Hopkinsville, Ky. Clarksville, Tenn.
Paducah, Ky.

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.
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Notary
The Drott Building, WASHINGTON, D. C.



R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

E. A. CALVES & Co. <O> HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE SEE!
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

G. M. Wechter, Established 1883
Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING
a Specialty

Akron, Pa.

T "Millions for Farmers"
TEXAS So Says Secretary Wilson,
TOBACCO U. S. Dep't of Agriculture
TRACTS Exhaustive tests prove
that the best grade of...
CUBAN LEAF Filter and Wrapper
can be grown in Texas
on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of
Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

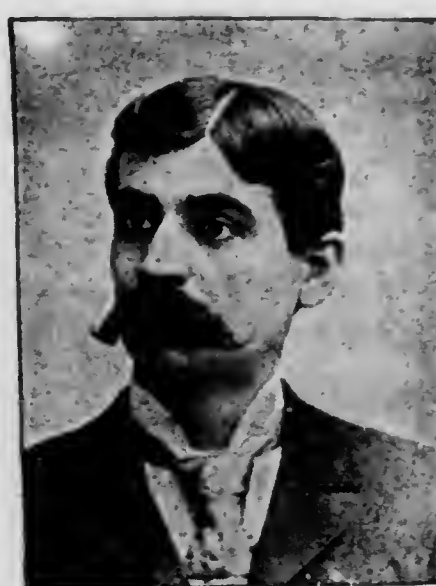
A. D. KILLHEFFER MILLERSVILLE, PA.



Goods Sold Direct to
JOBBERS and DEALERS.

Maker of
High
Grade
CIGARS

All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring

Used.



Communicate with the Factory.
We Can Save You Money.



ESTABLISHED IN 1881
Vol. XXIV., No. 12.

PHILADELPHIA, MARCH 23, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

TOBACCO

that

*Burns, Yields Well, Has Good Quality
and Good Colors,*

Is THE KIND WE HAVE in Stock, and
We Are Building Our Trade with
THAT KIND of

CIGAR LEAF TOBACCO

No matter how small your order may be,
it will get Prompt and Careful Attention.

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers in

Cigar Leaf Tobacco,

23 North Third St., Philada.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. 3
— THE TOBACCO WORLD —

Established 1881

Incorporated 1902



Published Every Wednesday

BY THE
TOBACCO WORLD PUBLISHING CO.

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JAY V. KROUT, H. C. McMANUS,
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Address TOBACCO WORLD PUBLISHING COMPANY, No.
224 Arch Street, Philadelphia, Pa.



GENTLE SPRING is now believed to be
approaching throughout the entire tobacco
trade empire of the United States and Cuba.

Amsterdam has, according to reports, safely
averted the squalls and flurries which were antici-
pated on March 11th and 18th, the European
storm having centered over the cigarette and to-
bacco regions of Germany.

The reciprocity storms, which blew in from
Cuba some time ago, have now passed off in smoke
without bearing a stamp of import duty.

The ice gorges along the Susquehanna River
have by this time passed out to sea accompanied
by the whole crop of shade-grown tobacco raised
last year on Duffy's Island, near Harrisburg.
Meanwhile soil investigations are being diligently
made with a fond hope of still finding favorable
conditions for renewed efforts.

The New England storm, for several weeks
central over Boston, has subsided in substance and
force leaving the debris to be removed by the
anti-trustites.

Internal eruptions have been so far averted in
the wholesale trade of Philadelphia, but rumors
are still blowing a stiff breeze.

From New York come reports of some under-
ground explosions caused by the concentration
of association gases. Temperatures have been
fluctuating while mines and other munitions are
being gathered by the secessionists. Meanwhile
the Vernal Equinox will prevail and harden the
office-seekers for the hard blows that are to follow.

John R. Young.

THE unanimous re-election of John R. Young
as President of the Philadelphia Leaf To-
bacco Board of Trade and his election as a delegate
from that organization to the annual convention of
the National Cigar Leaf Tobacco Association was
a wholly unneeded proof that he is still recognized
as the leading representative of that branch of
trade in Philadelphia. His personal popularity
and the faith reposed in his experience and judg-
ment is very far, however, from being confined to
Philadelphia. To him, more than to any other
one man, was due the establishment of the national
organization and, as its President for three years, he
placed it firmly on its feet and secured support and
endorsement for its purposes from the leading ci-
gar leaf dealers of New York and Chicago as well
as other large cities. As much in the fact of its
existence as well as in what it accomplishes does
the value of such an organization consist. At any
time there may be presented in Congress some
measure which is against the interests of the trade
as a whole, no matter how much it may be for the
benefit of a few representatives of the trade. With
opposition only from individuals, however numer-
ous, such proposed legislation would have much
better prospect of passage than when opposed by
men having the backing of every center of the
cigar leaf trade in the country. Again, the pros-
pect of success for any measure of general benefit
and advantage is greatly enhanced by the existence
of such an organization and the fact that its officers
can act in an authoritative manner whenever oc-
casion arises. Mr. Young was largely instrumental
in framing the constitution and by-laws of the
national organization and in establishing its policy
and system, and his advice and guidance are con-
sidered of the greatest value in its councils.

Counterfeit Coupons.

WHAT a cinch that engraver up in Spring-
field, Mass., had! And what a fool he
was to work his graft so greedily that he was
caught! Half an hour's work at his printing press
in the course of a day would have given him
coupons enough to keep a good-sized general-
merchandise jobbing house well stocked, and he
would have had little difficulty in turning into cash
the goods so secured. But he wasn't content with
moderate fleecing of the American Tobacco Co.
He has confessed to forging a million coupons.
The forgeries were so clever that the officers of the
company could not detect them, and suspicion was
aroused at the headquarters in New York only by
the fact that the number of coupons received from
the Massachusetts city for redemption was wholly
out of proportion to the company's business in
that city. Greed on the part of counterfeiters is
the greatest danger, provided their counterfeiting is
done skillfully, to which they are exposed. To be
content with \$10 dishonestly made when \$100
might be made in the same way as easily is appar-
ently impossible, and for that reason few counter-
feiters are long able to escape detection.

Established 1880.

Undoubtedly the American Tobacco Co. and
other concerns which issue evidences of value will
adopt some system of checking, geographically or
otherwise, which will make counterfeiting of these
issues much more difficult than it has been in the
past.

Premiums for Growers.

COMMENDABLE public spirit as well as
commendable enterprise is shown by the
leading daily of Columbia, S. C., "The State" in
its efforts to encourage tobacco growing interests
in the Commonwealth where it is located. "The
State" believes that the present high prices of
cotton will have a tendency to materially lessen
the crop of tobacco the coming season and as an
incentive to stimulate the output of the latter pro-
duct it offers a series of premiums, beginning with
\$100 in gold for the largest yield of leaf tobacco
from one acre, \$50 in gold for the finest samples
of mahogany wrappers and \$50 in gold for the
finest samples of bright lemon wrappers. In its
issue in which the premiums are announced ap-
pears an article including the following:

"From three to ten acres—which can be
easily spared on any farm—is a good average crop
of tobacco for a farmer to plant. Its cultivation
is carried on principally before other staple crops
require attention; it is harvested during July and
August, usually an idle period, agriculturally
speaking, and it is marketed and sold in large
quantities as early as August, thus bringing in
ready cash when it is sorely needed. These,
most briefly stated, are some of the more important
considerations regarding tobacco culture, to which
the yield per acre, averaging perhaps 1,000 pounds,
should be added."



Invented by an Englishman.


IN DESCRIBING an invention, which he
has had patented in his country, an English
cigar manufacturer says: "The object is to provide
a means designed to avoid the necessity for cutting
or piercing the end of a cigar previous to its con-
sumption. By this means the damaging the cigar
by breaking the end, when so cutting or piercing,
is avoided, as well as discomfort caused by the
particles of tobacco so produced getting into the
mouth or throat. The cigar is pierced transversely
at a suitable point from the end thereof, and
through the aperture thus formed is drawn a short
length of tape, silk or other material which is
withdrawn by the smoker before lighting the
cigar."

Why not let well enough alone? What oc-
casion is there for such a device? Of course, the
patenting of such an arrangement does nobody
any harm except the inventor, and doesn't do him
any except that it calls for the expenditure of
money; but as long as young men have good
teeth and older men have pocket-knives—to say
nothing of the presence of cigar-cutters in stores—
there is little prospect of such cigars becoming
popular. The sealing of the end of a cigar largely
aids in preserving its flavor and keeping it in good
condition generally; and to insert a "short length
of tape or other material" in a way which will be
as effective as the ordinary way of closing the end
of the cigar will be found practically impossible
when actually tested.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

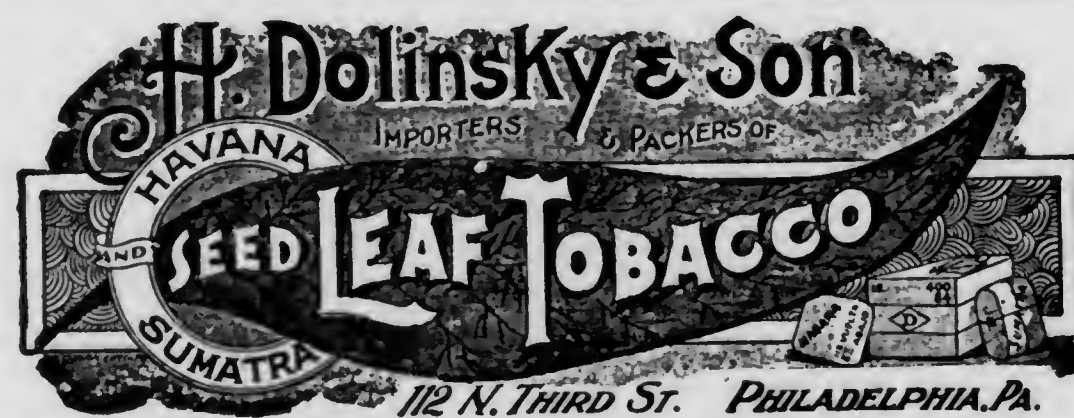
J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

John T. Dohan.  **Wm. H. Dohan.**
FLOR de DOHAN & TAITT,
D & T Importers of Havana and Sumatra
Packers of  **107 Arch St. PHILADA.**
Leaf Tobacco



Established 1895
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF**
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **HAVANA** **Tobacco**
and **SUMATRA**
118 N. 3d St. Phila.

 **Young & Newman,** Importers of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. 
Packers of Seed Leaf.



BENJ. LABE **JACOB LABE** **SIDNEY LABB**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Selling Stock Fraudulently.

President Ainsley, of the Boston Credit Men's Association, recently addressed the Rhode Island Business Men's Association in regard to protection from a certain kind of fraud against which there is protection in less than one-half the States of the Union. In the course of his address, he said:

"The bankruptcy law does not, in terms or effect, provide a remedy for what has grown to be a pernicious practice, the selling of stocks of merchandise, unpaid for, out of the ordinary course of business, in bulk. This is generally done by insolvents not possessed of that due regard for obligations which they owe to their creditors who have furnished them with, perhaps, the very merchandise which they have sold in this way. To such an extent has this practice grown that dispensers of credit have risen, as it were, almost in a body and asked for legislation to give them better protection from this evil. Within a comparatively short time twenty States have passed laws to correct this—California, Colorado, Connecticut, Delaware, Georgia, Idaho, Indiana, Louisiana, Maryland, Massachusetts, Minnesota, New York, Ohio, Oregon, Oklahoma, Tennessee, Utah, Virginia, Washington and Wisconsin. And similar measures are being agitated in several other States.

"Permit me to call your attention to some of the features of the Massachusetts law. It forbids no sale, under any circumstances. It is regulation, not prohibition. It applies only to sales of merchandise 'in bulk,' such as are not usually made in the ordinary course of business. It applies only to sales which are actually out of the ordinary course of trade and the regular and usual prosecution of the vendor's business. The sale is void only as against the vendor's creditors. The statute extends no farther than to remedy the particular mischief aimed at.

"The information furnished by the inventory and list of creditors required by the statute ought to be asked for and given in any honest sale. The requirement to show the cost price is not absolute, but calls only for 'reasonable diligence.' The vendor's oath is only 'to the best of his knowledge and belief.'

"The notice to creditors is a reasonable requirement, as the vendor has parted with what, presumably, constitutes the basis of his credit and the fund upon which his creditors rely for payment. Five days is no more than a reasonable time to enable absent or distant creditors to receive the notice and act upon it, if they need to.

"The plain purpose of the statute is to prevent the fraudulent midnight sales of stocks of goods which are familiar to every merchant and every lawyer. The effect of the statute is to prevent secrecy

and undue haste in the sale of a stock in bulk.

"The essence of the act is the notice to creditors. This gives to the wholesaler an opportunity to ascertain whether the transaction is an honest or fraudulent one. It enables him to ascertain whether the merchandise to be sold is upon advantageous terms. It lets daylight into the transaction, and if such a sale is an unjust or fraudulent one it gives creditors an opportunity to exercise such rights as they may have to prevent it.

"The great objection which has been urged against this kind of legislation is that it is unconstitutional, the claim having been that it deprives persons of their property without due process of law and that it is class legislation.

"The Massachusetts statute was before the Massachusetts Supreme Judicial Court in December last, solely upon the question of its constitutionality, and in January there was handed down the unanimous opinion of the Court sustaining its constitutionality.

"Such legislation was needed in Mass-

achusetts, and it is also needed in Rhode Island. In order to regulate the sale of stocks of merchandise in bulk there should be uniform legislation in all the States. The statute has been effective in Massachusetts, and it would prove so with you."



achusetts, and it is also needed in Rhode Island. In order to regulate the sale of stocks of merchandise in bulk there should be uniform legislation in all the States. The statute has been effective in Massachusetts, and it would prove so with you."

Unsatisfactory Brands.

The multiplicity of trade marks and brands used in the cigar trade in this country is a matter which has long engaged the attention of many persons who have considered the subject. The ordinary American is a sort of restless, nervous creature, who desires a constant change and novelty, in order to get satisfaction and be happy. Thus it is that the American is never satisfied unless he is roaming and traveling about; he wants new ideas, new shapes, new styles, new dishes, new cures, and accordingly, he

wants new brands of cigars, if he is a smoker.

Curiosity is inherent in the human mind, and that trait of character is very largely developed in the American make-up. It has always been a debatable question whether a multiplicity of brands is a good or a bad thing for the trade.

The palate of the smoker is a very ticklish and fickle thing, and the cigar which may seem to be the acme of perfection one day, will taste bitter and rank on the next, and yet the cigars may come out of the same box. It all depends so very much on how the man who smokes feels at the time he is smoking, as to whether he really enjoys the act or not; the result is that if he is in bad humor, or is suffering from indigestion or a headache or an attack of spleen, he may condemn the brand and switch off to something else.

No sensible retailer ever tries to induce a customer to stick to a brand which the latter has condemned.

THE MARGOLO CIGAR.

Manufactured by Ph. Margolies, Philadelphia, Pa.

The illustration shown on this page is a half-tone reproduction of the Margolo label adopted by Ph. Margolies, 1322 Girard avenue, Philadelphia, to adorn a package of the five cent variety.

Mr. Margolies has been engaged in the cigar manufacturing business in Philadelphia for a number of years, and is of the firm opinion that good goods can be successfully marketed by thorough exploitation, and that it is therefore not necessary to make too many changes in brands and styles, except upon what appears a more than usually opportune occasion. A brand which was adopted by him when beginning business is still being used with good effect, but some months ago he decided upon a new brand in all particulars—style of label, character of goods, etc.—which has resulted in his now launching the Margolo and endeavoring to make it a strong leader in his factory.

The Margolo is a Sumatra wrapped cigar with a blended Havana filler, made up at present in Perfecto, Concha (clear Havana fillers), and Londres—all hand-work, and designed to retail at five cents straight.

As will be seen by the illustration, even in the plain black and white, the label is of artistic design and symmetrically carried out, the centrepiece, conveying the idea that the cigars are filled with pure Vuelta Abajo tobacco of the first pick, being relieved by three medals on either side, the central medal on each side containing his initials in monogram, while the title, "Margolo," extends across the top of the label. The label is printed in several colors and gold, and neatly embossed.

Mr. Margolies feels fully sanguine of the success of this brand, as he relies on the quality of the goods more than on flashy colors. He will be pleased to hear from dealers anywhere.

The Use of Labels.

Some do and some don't use labels in advertising their business. Some use a few and mutilate a lot more; and then say it doesn't pay. One label will not boom your business any more than one feather will make a feather bed. The merchant who will use gummed labels, and stick to it persistently, will find that more customers will stick to him.



CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN

Smoking and Chewing TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by
PENNSYLVANIA TOBACCO WORKS, Incorporated,
Factory No. 7, 1st Dist. Pa. **READING, PA.** Established 1902.

PORT OF NEW YORK. IMPORTS

Arrivals at the port of New York from foreign points during the week ending March 19, 1904.

Havana—James E. Ward & Co., 1 pkge. sample tobacco, 55 cs. cigarettes, 7 trunks do., 2 cs. cut tobacco; Havana Cigar Co., 20 bbls. cigarettes; Gillespie Bros. & Co., 24 cs. cigarettes; Calixto Lopez & Co., 1 cs. cigarette paper.
Porto Rico—American Tobacco Co., 28 cases cigars; American-West Indies Trading Co., 28 do.; American Express Co., 1 case do.; Cadiz Cigar Co., 56 bbls. tobacco, 1 box cigars, 3 cs. do.; Durlach Bros., 10 cs. cigars, 6 bbls. tobacco, R. Fabien & Co., 8 cs. cigars; A. S. Lascelles & Co., 15 do.; C. Mendez, 4 do.; Order, 1 cs. cigars; J. E. Puet & Co., 5 cs. cigars; M. Rucabado, 25 do.; Rojas, Perez & Co., 2 do.; G. W. Sheldon & Co., 6 bbls. tobacco; C. D. Stone & Co., 20 do.; Vista Hermosa Cigar Co., 11 do.; West Indies Cigar Co., 24 do.
Bremen—Heidelbach, Ickelheimer & Co., 2 cs. cigarettes
Liverpool—American Tobacco Co., 52 cs. cigarette paper.

SUMATRA TOBACCO.

Str. Noordam, arrived March 15: (103 bales; 5 cases.)
L. Schmid & Co. 25 bales
E. Spingarn & Co. 20 "
H. Duns & Co. 20 "
Hinsdale Smith & Co. 17 "
A. Blumlein & Co. 13 "
N. Ganther 8 "
J. H. Goetz & Co. 5 "
Herz Brothers 5 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived March 15: (2,240 bales; 196 bbls.; 37 pkgs.)
Sartorius & Co. 355 bales

Ghio & Roviro 294 bales
James E. Ward & Co. 270 "
E. Hoffman & Co. 223 "
Hinsdale Smith & Co. 205 "
Lichtenstein Brs. 133 "
Rothschild & Bro. 129 "
Matah & Co. 100 "
F. Miranda & Co. 97 "
S. Ashner 72 "
S. L. Goldberg & Son 56 "
B. Diaz & Co. 54 "
A. Gonzalez & Co. 40 "
W. H. Stiner & Son 38 "
J. Bernheim & Son 35 "
L. Friedman 29 "
S. Bijur & Son 25 "
S. Auerbach & Co. 25 "
J. T. Calinet 23 "
Carl Upmann 15 "
Loeb-Nunez Havana Co. 10 "
Mendelsohn, Bornemann & Co. 10 "
Franco Castano 2 "
Loeb Nunez Havana Co. 102 bbls.
E. Regensberg & Sons 40 "
James E. Ward & Co. 17 "
S. Ashner 14 "
C. Vogt's Sons 9 "
Mendelsohn, Bornemann & Co. 8 "
A. Gonzales & Co. 6 "
American Cigar Co. 31 pkgs.
Franco Castano 6 "

Str. Yumuri, arrived Mar. 19: Heyman Bros. & Lowenstein 25 bales
Str. Vigilancia, arrived Mar. 19: (906 bales.)
James E. Ward & Co. 500 bales
G. Bernheim & Son 277 "
Hamburger Bros. & Co. 85 "
G. Salomon & Bro. 24 "
L. Friedman & Co. 20 "

HAVANA CIGARS.

Str. Morro Castle, arrived March 15: (540 cases, 2 bbls.)
James E. Ward & Co. 358 cases
Havana Cigar Co. 114 "
Park & Tilford 17 "

Waldorf Astoria Segar Co. 12 cases
National Cuba Co. 7 "
G. S. Nicholas 5 "
L. J. Spence 5 "
E. A. Kline & Co. 5 "
Canadian Pacific R. R. Co. 4 "
Acker, Merrill & Condit 2 "
E. Regensberg & Son 2 "
Calixto Lopez & Co. 2 "
Macy & Jenkins 2 "
B. Wasserman 2 "
Miller, DuBrul & Peters Mfg. Co. 1 case
Enrique Cata 1 "
F. H. Hillman Co. 1 "
James E. Ward & Co. 2 bbls.

Str. Vigilancia, arrived Mar. 19: J. E. Ward & Co. 8 cases
Park & Tilford 5 "

BALTIMORE'S ANNOUNCEMENT.

Merchants' and Manufacturers' Association Issues a Circular.

The following circular has been issued by the Merchants' and Manufacturers' Association of Baltimore, and is self explanatory:

Editor, Tobacco World:
Dear Sir:—The Merchants and Manufacturers' Association of Baltimore wishes to call the attention of all those who in the past have favored this city with their trade to the fact that the temporary interruption to business by the great fire has passed, and to state that business has resumed its normal condition. While the section burned contained a large part of the wholesale district, no lives were lost, and it was necessary only to find other quarters.

In all large cities there is a belt of buildings that are neither strictly in the

business section nor are they in the residential section. These have been brought into use, and our business is now transacted as before, being removed only a few squares from its own location.

Since the fire the greatest energy and desire to get started again has been displayed, resulting in the collection of new stocks, and our merchants are now offering a perfectly fresh assortment of all kinds of materials.

With all our great loss we have not up to this time appealed to the country for financial help, but we do ask that you continue your trade with us and give us the means of helping ourselves. We can supply all your requirements.

Yours very truly,
E. STANLEY GARY, President.
C. H. FORREST, Secretary.

LOUISVILLE TOBACCO MARKET.

3,991,506 Hogsheads Sold Since 1850—
Sales Since 1896 Valued at \$40,000,000.

At the recent Mayville Tobacco Fair, Mr. Jordan Owen, who went to represent the Louisville Leaf Tobacco Exchange, made a speech in which he gave some facts and figures concerning the Louisville market which will doubtless prove of interest to tobacco men and growers throughout the State. Mr. Owen stated among other things that in the year 1850 Louisville sold a total of 7,500 hogsheads of Tobacco, and from that

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

time up to January 1 last she sold the grand total of 3,991,506. The number has varied with the years, according to crops raised.

"The Louisville Tobacco Warehouse Company," said Mr. Owen, "was organized in 1896, and has sold up to this time tobacco to the value of \$40,000,000."

"This company pays out to shippers and growers of tobacco \$250,000 per week during the busy season. Its sealed brands upon samples are recognized as good as a gold dollar at home and abroad. We had last season on our breaks forty-eight stationary buyers, forty-six outside of the Continental and American Company. The gentleman who preceded me from Cincinnati says there is a great want of competition. I invite the farmers and the shippers to send their tobacco to the Louisville market, where they have strong competition."

"The tobacco trade all over Kentucky and the United States is concentrating their buying on the Louisville market. We have brokers here who buy on the Louisville market and ship direct from the breaks to all parts of the globe. For instance, we have brokers who ship from the breaks to North Africa, France, Italy, Spain, Belgium, Holland, Switzerland, Germany, England, Norway, Sweden, Australia, Japan, a part of Asia and Great Britain, and nearly all of South and Central America and all of the West Indies."

"Governments which purchase tobacco for their subjects are France, Spain, Italy, Austria and Hungary. These governments do not allow their people to produce tobacco even for their own benefit. Any one found smoking a cigar or tobacco not sold by the Government is cast into prison even if the tax has been paid. In many European countries, owing to the heavy tax, Burley tobacco which sold here for about \$7 or \$8 per hundred when landed in their factories costs from \$80 to \$85 per hundred."

SIAMESE-TWINS FREAK.

From L. A. Pearson, dealer in leaf tobacco in West Milton, Ohio, The Tobacco World is in receipt of a decided novelty and one which is very interesting. It is a "freak" tobacco leaf and naturally suggests "Siamese-Twins," inasmuch as it consists of two leaves on one stem that grew at right angles with each other. The variety is the Gebhart Seed. The leaves are perfectly formed and about twenty inches in length. Attempts to photograph the leaf so that a satisfactory cut for publication might be made have proved unsuccessful, but the freak itself is preserved in the office of The Tobacco World, where it may be examined by whoever desires to do so.

—The D. H. Spencer Sons, Inc., of Danville, and the B. F. Gravely Tobacco Co., of Henry county, Va., have consolidated.

Trade-Mark Register.

SANTA CLARA RIBBON. 14,388.
For cigars. Registered March 16, 1904, at 9 a. m., by M. I. Lifshetz, Philadelphia, Pa.

GIRARD PERFECTO. 14,389.
For cigars. Registered March 17, 1904, at 9 a. m., by B. Lubar, Philadelphia, Pa.

FRATERNAL. 14,390.
For cigars and tobacco. Registered March 17, 1904, at 9 a. m., by C. R. Albright, Reading, Pa.

JUICY FRUIT. 14,391.
For chewing and smoking tobacco. Registered March 17, 1904, at 9 a. m., by J. S. Geller, Sons & Co., Philadelphia, Pa.

PUBLIC LEDGER CHAPEL. 14,392.
For cigars, cigarettes and tobacco. Registered March 17, 1904, at 9 a. m., by J. S. Geller, Sons & Co., Philadelphia, Pa.

BRILLIANT STAR. 14,343.
For cigars. Registered March 17, 1904, at 9 a. m., by Stauffer Brothers Mfg. Co., New Holland, Pa.

HONEST BEE. 14,344.
For cigars. Registered March 17, 1904, at 9 a. m., by Stauffer Brothers Mfg. Co., New Holland, Pa.

2-1-NO. 14,345.
For cigars. Registered March 17, 1904, at 9 a. m., by Stauffer Brothers Mfg. Co., New Holland, Pa.

PIT. 14,346.
For cigars. Registered March 19, 1904, at 9 a. m., by M. E. Plymire, Loganville, Pa.

REJECTIONS.

Cincinnati, Public Ledger, Virginia Fence Rails, Bankers' Union, El Astro, Keystone, Vuelta Ribbon.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Appanose, Sac Chief, Poweshiek, Fox Chief, La Marlen, Charagon, Union Chief Mixture, Baltimore Big Fire, High Water Mark, Bronx Beauties, Hudson Eagle, Charles the First, Charles Rex, Hojack, Joseph Wess, Union Abe, Milwaukee Trades Counsel, Milwaukee Federated Counsel, Milwaukee Federation, Havana Prime, Yatican, Two Pacifics, Black's Nest, Prince Buck, Trafion, Napoleon Seal, Common Law, Tobacco Bonds, La Flor de A. Martinez, Fidelina, Betty Zane, Nueva Aurora, State of Colorado, Baron Humbug, The Sho-Gun, Jadwiga, Three Princess, O'clock, Ki Yo, Black and White, I del Central, Turkish Harem, Cockroach, Stand Pat, The Elgin Square, Cind, Jim Baker, River Brand, El Rector, El Jucio, La Salubridad, Thoroughgood, Thoroughsweet, Thoroughpure, Meriden's New Town Hall, Blind Justice, Donovan Pasha, Diana Tmpest, Lady Valworth, Lady Barker, Lady Bourbon, Lady Lyle, Lady Silverdale, Lord Leonard, Lord Ormont, Lord Osmond, Lord Idylls, Majorie Daw, Merryweather, Rodney Stone, Micah Clarke, Mount Eden, Sun Maid, Thoughtland, Tower Hill, Uncle Bernac, La Vincenzo, Henry Clay Berry, Jacob Riis, Ben Hassen.

Choice of the Market

10¢

5¢

Manufactured by

JOHN J. ESHELMAN

READING, PA.

Special Designs Engraving Embossing

H.S. SOUDER

MAKER OF

CIGAR BOXES

LABELS

Telephone

SOUDERTON, PA.

Private Designs a Specialty Metal Printed Labels

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCO

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

9. 2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.

J. L. & M. F. GREENE,

PACKING HOUSES:
Janesville,
Milton,
Albany, Wis.



LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---**HABANA, CVBA.**
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

New Havana Not Workable for Some Months.

Crops of Last Year or the Year Before the Only Stock Available Until Next Fall
or Winter, as the 1904 Crop Will Case Very Slowly.

HAVANA, March 14, 1904.

The market has been quite active again during the past week. The American buyers were the chief factors in creating life and bustle in the various warehouses, as they have grasped the true situation of the coming crop, which, even under the most favorable circumstances, cannot enter into competition with the 1903 and 1902 growths, as far as manufacturers of clear Havana cigars are concerned, before six or eight months hence, while the new Remedios crop may need a year at least to cure sufficiently to be workable.

Dealers might be willing to operate sooner, provided they could see an opportunity to invest their money to advantage, but as long as the United States cigar manufacturers follow the policy to purchase only from hand to mouth, the latter will always be unable to purchase as low as they might by reversing their tactics. This refers to the seed and Havana cigar manufacturers, as the large, clear Havana cigar factories of the North have already adopted the system of laying in a year's supply, as soon as they can secure it in the City of Havana.

Stocks are further reduced. Some dealers have not a bale left to sell, and others are holding only a few hundred bales of the 1903 crop, although there is still a surplus of 1902 Vueltas and 1901 Remedios. Prices are firmer.

A few lots of Libre de Pie of new Vuelta Abajo have been sold to Havana factories. As far as the 1904 crop is concerned all is still speculation. The reports from the country are extremely mixed, and no reliance can be placed upon this year's quality, as long as the dry weather continues and the tobacco has not undergone fermentation in the "pilon" and bales. There is no doubt now that the crop will be "tardido," or late in coming to market, nor that it will contain good, bad and indifferent tobaccos in the Vuelta Abajo, as well as the Partido section. The real good choice vegas will not be low in price, as the proportion apparently is not large. The best judges of tobacco confess openly that, even with all their experience and knowledge, they have to study each coming crop from the beginning and, so to speak, have to go to school again; therefore, they are the most reticent about expressing decided opinions. That the Remedios crop will be considerably shorter in quantity hardly admits any

doubt, and it promises to be of a heavier quality, although some rain has fallen lately in a few sections of the Vuelta Arriba.

The total sales in Havana amount to 6500 bales—3000 of Vuelta Abajo, 1300 Partido and 2200 bales of Remedios. The United States secured 3800 bales of this quantity and Europe 200; for local consumption 2500 bales were purchased. In Cienfuegos 900 bales of third Capaduras, 1902 Remedios, were sold for export to Germany.

BUYERS COME AND GO.

Arrivals—J. Lichtenstein, of Lichtenstein Brothers, New York; S. Ruppin, of S. Ruppin Company, Inc., New York.

Departures—Edgar J. Stachelberg, for Tampa, Fla.; A. Blumenstiel, for Puerto Rico; John Hannan, for Ogdensburg, N. Y.; Bruno Diaz, for New York; H. H. Heert, for New York; Alfred Eitlinger, for New York.

HAVANA CIGAR MANUFACTURERS.

Most of the independent cigar manufacturers are very busy still and in receipt of good-sized orders. They have secured all the available fine factory vegas of the 1903 crop to keep up the standard of their goods. Several of the large ones that had purchased heavily of the 1902 crop, finding that the tobacco was not cured enough, have not worked a leaf yet of this growth, and this means the carrying of stock of \$100,000 or more. They may use this stock this fall, provided it is fit to be turned into cigars, and particularly if the 1904 crop should not be in condition to be workable at once.

BUYING, SELLING, ETC.

Alfred Eitlinger, of E. Hoffman & Sons, must have purchased over 1000 bales of Vuelta Abajo and Remedios. Muniz, Hnos & Co., as stated previously, overcame the price difference and sold 650 bales.

Edgar J. Stachelberg secured 300 bales of Vuelta Abajo for his Tampa factory.

Antonio Saurez closed out 600 bales of his Vuelta Abajo holdings to local factories.

S. Ruppin is still hard at work in completing his selection of desirable tobacco for his New York firm, although he has picked up already 400 bales at least.

Fernando Fernandez & Co. disposed of 500 bales of Vuelta Abajo and Partido.

J. Lichtenstein, the buyer for Lichten-

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I. HAVANA, CUBA

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZAIDCO

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicm.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
—THE TOBACCO WORLD—

L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba.
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers
and Dealers in Leaf Tobacco
Figuras 39--41,
Havana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—

CIGAR RIBBONS.

Manufacturers of

Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

stein Brothers, New York, is carefully
looking for the best-selling goods and
has found so far some 300 bales of
Vuelas and Remedios.

Sobrinos de A. Gonzalez reduced their
stock by 400 bales of Vuelta Abajo and
Remedios.

Sol. Hamburger met with success in
closing several deals of high-class goods
of all kinds to the tune of 400 bales.

Jose F. Rocha was a seller to the extent
of 350 bales of Vuelta Abajo and
Partido.

Leslie Pantin, as usual, has his hands
full with his customers, and also in ex-
ecuting orders received by mail or ca-
ble, having purchased fully 1000 bales
upon a commission basis.

Jose Menendez does not get left when
there is any movement, and he reports
his weekly transactions to have been 350
bales of Vuelta Abajo and Partido.

H. Upmann & Co. shipped 500,000
cigars the past week, and are said to
have handled 700 bales upon commis-
sion for their friends.

Grau, Planas & Co. sold 300 bales of
their choice Remedios stocks.

Rodriguez Bautista & Co. are doing
a steadily-increasing business, although
the present firm has been established
only four years. The two active part-
ners, Antonio and Jesus, are energetic
workers, who know that to do business
nowadays requires intelligence to please
the customers, as well as skill in se-
lecting the best-grown vegas in cer-
tain districts. Last year they had six
escogidas going in the Vuelta Abajo,
Partido and Vuelta Arriba regions. The
special partner is Gumersindo Garcia
Cuervo, a son-in-law, as well as nephew
of the late Manuel Garcia Alonzo, so
well-known as owner of the brand of
cigars that still bears his name. The
two brothers, Antonio and Jesus, also
operate under the firm of Rodriguez
Bautista Hnos the cigar factory of "A.
Fernandez Garcia" with these brands:
"Flor de Espana" (made exclusively for
the Waldorf-Astoria Company, and
"Flor de Bautista." Marcelino A. Canle,
156 Water street, New York, is the
United States representative. This fac-
tory is already 38 years old and bears
an enviable reputation in the United
States and all over Europe. Sales by
R. B. & Co. last week were 350 bales
of Vuelta Abajo.

Jose Santalla, well-known in the leaf
tobacco business, has suffered a severe
blow in losing his wife. The funeral
was an immense one, as nearly all the
available carriages in Havana were
called in requisition, showing the esteem
and sympathy extended to Don Jose in
the hour of his bereavement.

The Loeb Nunez Havana Company
turned over 250 bales of Remedios to
Northern buyers.

Sobrinos de V. Diaz disposed of 200
bales of Remedios.

G. Salomon y Hnos closed out 200
bales of Remedios and Vuelta Abajo.

Aixala & Co. sold 200 bales of Parti-
do.

A. M. Calzada & Co. executed orders
for 200 bales of Vuelta Abajo and Parti-
do.

Rabell Costa & Co. made one sale of
100 bales of Vuelta Abajo.

Bert Reese, or, as some of his friends
call him, Moses II, created quite a
sensation in tobacco circles by his won-
derful power of second sight that en-
abled him to tell a seller of tobacco
where and when the latter had purchased
a lot of tobacco and the actual price he
had paid for it, although this fact was
only known to the seller. All the buy-
ers are enthusiastic in singing his
praises, as he tells them secrets, per-
sonal as well as business ones, that they
would swear nobody else could know ex-
cept themselves. The most astonishing
fact is that Mr. Reese does not want to
accept any money or presents when of-
fered to him.

A. Moeller is said to have sold his
crops of Partido tobacco raised under
shade upon his farms, "Hevia" and "Ibe-
ria." The price is said to be around
\$250,000 for about 60,000 bundles.

Receipts of Tobacco from the Country.
Week Ending Since
Mar. 12. Jan. 1.

	Bales	Bales
Vuelta Abajo	141	2,108
Semi Vuelta	—	199
Partido	136	1,989
Matanzas	—	69
S. Clara & Remedios	299	4,294
Santiago de Cuba	—	242
Total	576	8,901

A Short Letter from York.
Buying Leaf Tobacco to be Packed
at Other Points.

York, Pa., March 21, 1904.
There is no change in trade conditions
here from last week. Considerable pur-
chasing is still going on in the county,
but most of the goods are being shipped
to other places for packing.

Last week about four carloads were
sent from Red Lion to Lancaster, for
Jacob Mayer. The prices are from 6
to 8 cents.

The well known cigar manufacturing
firm of Celestino Costello & Co., of this
city, are opening a branch office and
salesroom in St. Paul, Minn., which will
be in charge of E. I. Myers, a son of
the senior member of the firm. Mr.
Myers has already started for his new
post of duty.

The Winget Machine Company has
changed its name to the Winget Manu-
facturing Company, and has also in-
creased its capital stock to \$50,000,
with the following officers: President,
J. Stanley Winget; Vice President,
Samuel L. Etter; Secretary and Treas-
urer, John B. Nagle.

Chas. H. Bunty has taken out a
license for a new cigar factory at Mc-
Sherrytown.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

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LA ADELPHIA, 5-Cent
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Samples and Prices Sent to Responsible People.

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— THE TOBACCO WORLD —

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Established 1888. No. 163 Water Street,
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Havana, Port Rico, Sumatra, and Estic.
Importers and Packers,
No. 228 Pearl Street,
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MAX GANS Telephone: 2567 John

ROBERT GANS

MAX GANS & SON
Importers of HABANA
and Packers of LEAF TOBACCO
197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



At the second of the season's inscriptions at Amsterdam, which occurred on Friday last, March 18, American buyers took only a comparatively small portion of the offerings, amounting to a little more than 2000 bales, and at prices somewhat higher than those of a week before. The American Cigar Company was the successful bidder for the most expensive lots.

E. Rosenwald & Bro. were among the largest purchasers, having secured about 700 bales, including the following marks: J. H. | Deli; Deli My. | T. S.; M. & K. Langkat, and Amsterdam Deli Co. V. A. Cohn & Co. secured 295 bales of L. P. C. | D. M.'s and 289 bales of Amsterdam Deli Co. V., making in all about 1,650 bales purchased by them for their American trade at the first and second inscriptions.

Leonard Friedman & Co. secured 430 bales at the second inscription, including B. M. Lankat and T. R. Lankat.

G. Falk & Bro. secured 133 bales, and S. Rossin & Sons secured lots including the following marks: Amsterdam Deli | J. H. and A.; S. B. Deli and S. & R. Deli.

Schedules in bankruptcy of Salim Milan, manufacturer of shaving brushes and dealer in Turkish tobacco at 60 Washington street, show liabilities \$13,503 and nominal assets \$1,904, consisting of accounts \$783 and merchandise \$1,121, of which \$621 is in dispute.

Forty seven men in the employ of Simon Auerbach & Co., tobacco packers at L. L. Grot's warehouse, at Warehouse Point, Conn., went out on strike last week. The trouble arose through a misunderstanding on the part of the men. They supposed they were to receive 1 1/2 cents a pound, but, when paid, they received only 1 cent a pound. There was also a weight limit of 200 pounds a day for each man. As the representative of the firm was out of town, nothing could be done until he was seen, so all the men left work.

Charles Leiderwann, a partner of the firm, who was in Hazardville, was reached by telephone and the terms of the men were agreed to. All returned to work after having been out two hours.

The officers of the National Cigar Leaf Tobacco Association are in somewhat of a quandary regarding a suitable place for holding this year's convention, as arranged for last year. The cause for this apparently necessary change in venue was caused by extortionate demands made by St. Louis Hotel proprietors for accommodations. John J. Schlange of St. Louis, who is chairman of the Committee of Arrangements for the convention, has been in New York several days, conferring with the officers of the Na-

tional Association, although nothing definite has as yet been decided upon. It is hinted, however, that Atlantic City may again be chosen.

The Metropolitan Tobacco Company has issued a circular announcing that until further notice they will make an allowance of two cents a pound off list price on purchases made from them of Sensation, Mayo's Cut Plug and Just Suits, provided a purchase is made at the same time and on the same order with each five pounds of Sensation, Mayo's Cut Plug or Just Suits, one pound of Union Leader Cut Plug—12-3-ounce foil package.

Allowance is to be made, however, only on the part that is covered; if the purchase of the covered goods is less than the proportion specified as above.

Union Leader Cut Plug is packed only in 12-3-ounce foil packages, and put up in five-pound cartons, in 25 and 100-pound cases, and the price is 33c. a pound, subject to no rebate or discount other than 2 per cent. for cash.

If anything should serve to bring together the warring factions of retail tobaccoists of New York and establish harmony between them, it is the fact that the interests of all are endangered by the prospect of establishment of cigar stands at the principal stations on the new underground road. Anything more disastrous to the interests of the retailers of the city would be difficult to plan. The committee appointed to oppose this project, by the Retail Cigar and Tobacco Dealers' Association, will seek the aid of druggists, hotelkeepers, restaurant-keepers and all others who deal in cigars as a side line. Owners of stores now rented to cigar dealers will also be called upon to help in the opposition.

"Of what use," asks a correspondent of the Evening Telegram, "is that 'No Smoking' sign on the street cars, when conductors ignore it and men and boys jam the rear platforms puffing cigars and cigarettes, while other loafers actually crowd into the cars carrying half-smoked, foul smelling bunches of punk between their fingers. I am a smoker myself, but think the sometimes well-dressed bums who are guilty of these things should be shown up. Of course, it is beyond reason to expect the car companies to know anything about decency or the comfort of patrons."

The meeting of the creditors of Sutter Brothers, Inc., called for last week, in Chicago, did not result in appointment of a trustee and was adjourned to April 5.

When selling one pound of Union Leader cut plug at the same time they sell five pounds of Sensation, Just Suits or Mayo's cut plug, jobbers for the Metropolitan Tobacco Co. will make an allowance of two cents a pound from the face of the invoice.

The United Cigar Manufacturers, at Fifty-fourth Street and Second Avenue,

report that since January 1 there has been a great increase in its output over 1903, when the figures were about a million for every working day.

Simon Batt, president of the Clear Havana Manufacturers' Association of the United States, is recovering from an illness which for a few days was very critical.

The Excelsior Specialty Company, which has the cigar privileges at Steeplechase Park, Coney Island, is to have four stands, the exteriors of which will be finished in white enamel with blue and gold decorations.

Garibaldi & Zingman, of 139 Sixth Avenue, are to open a branch store at 145 Sixth Avenue.

New stores are to be located by the United Cigar Stores Co. at 926 Columbus Avenue and 2053 Eighth Avenue. It is also reported that this company has secured the premises of the Caplan Cigar Store, on Whitehall street, which is one of the oldest and best known stores in the downtown section.

M. F. Schneider, the Burling Slip Sumatra importer, left for Amsterdam yesterday (Tuesday), to attend the Sumatra inscriptions.

A petition in bankruptcy has been filed by Leonard and Gustav Friend, formerly of E. & G. Friend & Co., at 129 Water street, until May 1, 1896. Liabilities are placed at \$90,868, and no assets. The indebtedness was created from 1890 to 1896, in merchandise bought and money borrowed.

The Mercantile Cigar Co., of New York, has been organized, with a capital of \$10,000. Directors: I. S. Heller, O. Toller and D. J. Gallert, all of New York.

The Acker-Merrill Company has leased the store at the northwest corner of Forty-second street and Fifth Avenue, and will soon occupy it as a branch store, with a thoroughly up-to-date cigar department.

An appeal has been taken in the case of M. & E. Salomon Tobacco Co. vs. S. Auerbach & Co., regarding Sumatra drawbacks.

At the last annual meeting of the Havana Tobacco Company, Sol Rosener, the veteran clear Havana cigar man, was elected to the third vice presidency of the company.

Upon the occasion of the fifth anniversary celebration of the opening of the cigar factory of John W. Merriam & Co., which occurred on Thursday last, a beautiful floral piece of horseshoe design, and tied with green and white ribbon, was presented to the firm by the employees of the factory as a fitting recognition of the event.

Leaf Broker Samuel M. Seymour is fitting up a suite of handsome offices in the new office building at the corner of Wall and Water streets.

Hinsdale, Smith & Co. have lately had an active trade in Havana tobacco, and last week disposed of 600 bales of Manicagua tobacco to a large East-end house.

At Albany a bill has been introduced in the State Legislature by Senator Fitzgerald, prohibiting the giving away of coupons or other memoranda, in connection with the sale of cigarettes, cigars and tobacco, every violation to be punishable by a fine of not less than \$10 nor more than \$50. The anti-trading stamp bill has also been favorably reported by the Assembly Code Committee. This measure has been urged by the Merchants' Association and is endorsed by the Cigar and Tobacco Dealers' Association. It provides that trading stamps shall state on their face their value in cash and merchandise, and that they shall be redeemable on presentation in any quantity.

"KNIGHTS OF THE GRIP" TO CELEBRATE.

The editor of The Tobacco World is in receipt of a special invitation from Robert R. Uhler, to join the many other friends of this ever polite "Knight of the Grip" at what will undoubtedly be a most enjoyable occasion—the twenty-fifth wedding anniversary of Mr. and Mrs. R. R. Uhler, which will take place at the Uhler homestead, 380 North Eighth street, Lebanon, Pa., on Tuesday evening, March 29th, from seven to ten o'clock. The editor deeply regrets his possible detention by previous engagements, but deems it a sincere pleasure to be able at least to extend the courtesy—Auf Baldiges Wiedersehen, Herr Uhler.

SPECIAL NOTICES.
(12 1/2 cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINOXT MACHINE CO., York, Pa. 12-23-1f

CIGAR MANUFACTURER having large factory and ample facilities, will make up special or private brands for jobbers or other manufacturers desiring some goods made up at very reasonable figures. Address MANUFACTURER, Box 147, care of The Tobacco World. 3-2-4t

FOR SALE.—A well established Cigar Factory of 30 years in a town of 8,000 inhabitants in Central Pennsylvania. Good trade and a fine business for the right party. Reason for selling, poor health. Address ANXIOUS, care of Box 146, Tobacco World, Philadelphia. 3-16-3t

WANTED.—A good reliable and experienced Cigar Salesman by a factory making a fine line of goods. Salary and expenses. None but first class need apply. Address with reference H, care of Box 145, Tobacco World, Phila. 3-16-3

WANTED.—Fifty Thousand Good Cigars per month; Cash with order, Submit prices, etc. C. HANAHANN, Romeo, Mich. 3-23-2.

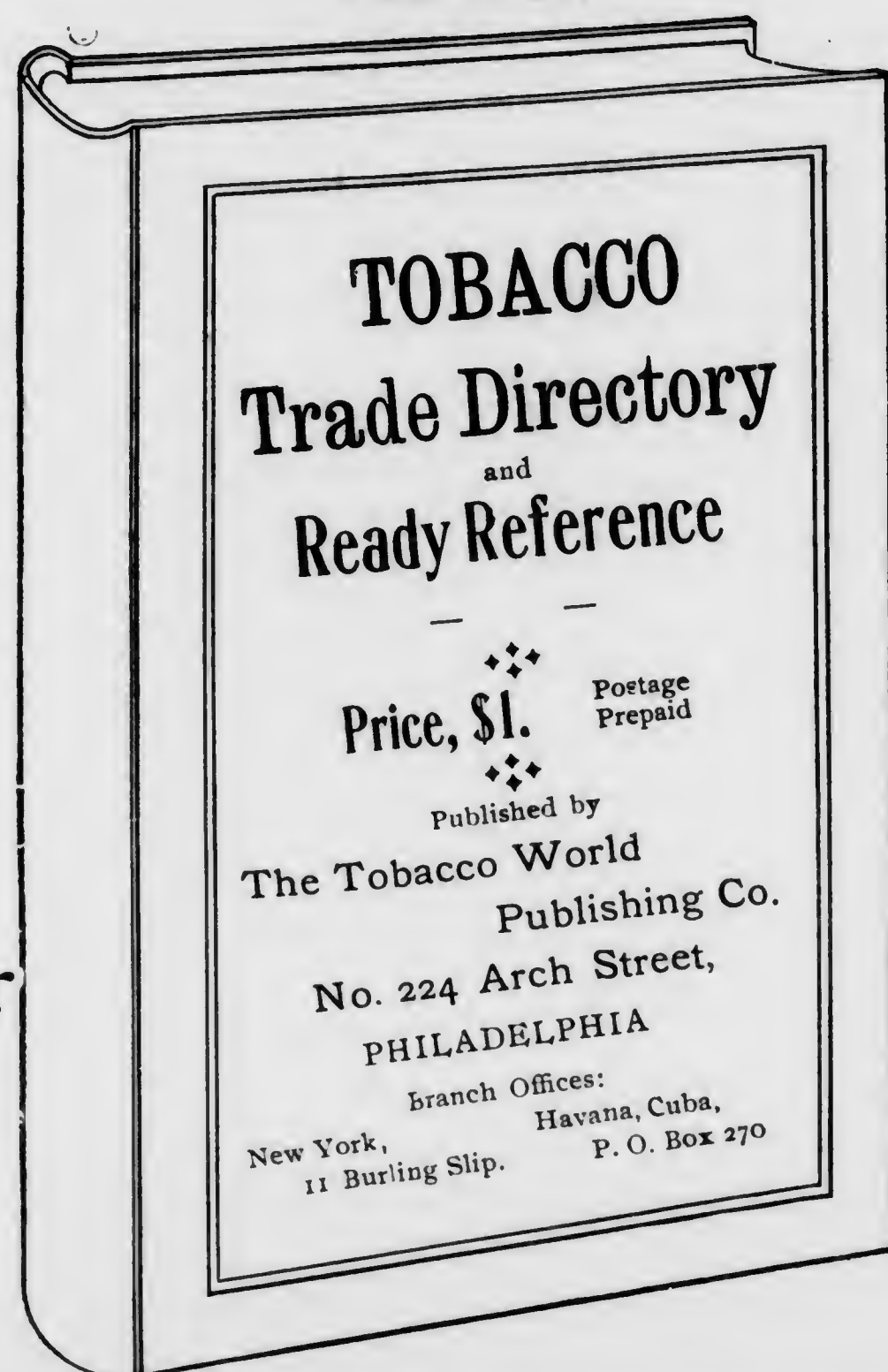
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Is \$1.00, Postage Prepaid.

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Every Manufacturer Needs It.



Invaluable to the Hustling Jobber.

IT CONTAINS A COMPREHENSIVE LIST OF

The Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners, Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of **The Principal Wholesale Houses.**

It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

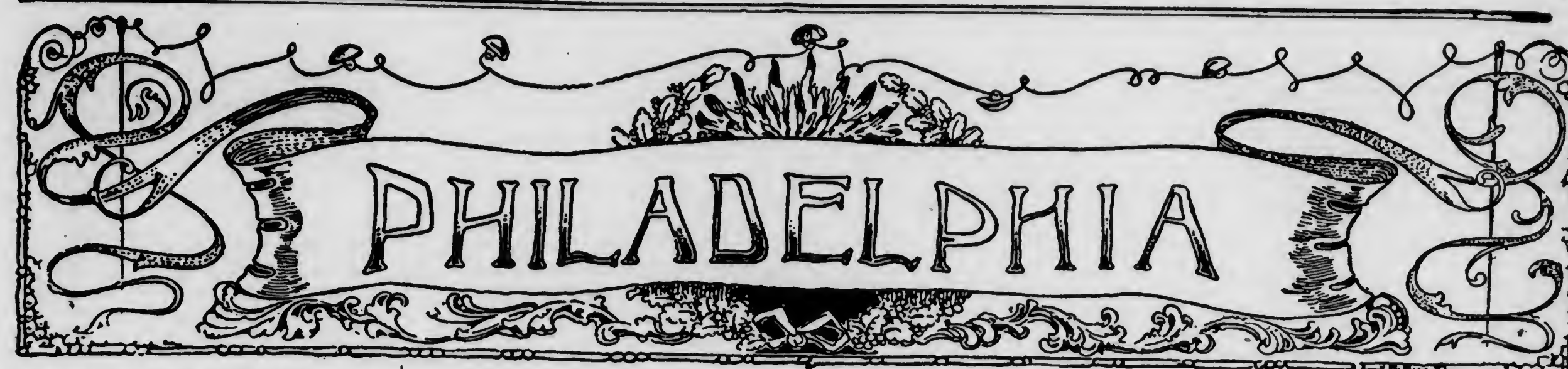
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SEND FOR IT NOW.



LATZAR VISITS PHILADELPHIA.

I. Latzar, the well known Chicago leaf dealer and extensive packer of Ohio tobacco, has been in Philadelphia for some days past, with a line of samples of tobacco, largely of his own packings, and consisting principally of Ohio tobacco. Mr. Latzar states that he has met with encouragement, and that he feels confident of closing several important transactions before returning to the Windy City.

FEARON & CO'S PHILA. FACTORY.

Thos. E. Fearon & Co., have opened a cigar factory at 2852 Kensington avenue, which will be devoted exclusively to hand work, Cuban style. This firm since beginning business several years ago, has succeeded in building up a steady and increasing trade, and has also found it desirable to make its seed and Havana goods in this city under the personal supervision of Mr. Fearon.

TO BOOM THE BALDY CIGAR.

W. W. Sweisfort & Co., at 1205 Columbia avenue, have completed plans for rejuvenating the exploitations of their leader in the nickel variety of cigar products—The Baldy. This cigar has been on the market for some time, and they are of the opinion that an opportune time has arrived for some aggressive work. In the meantime, however, the Stella brand is also to have ample attention.

HARRY CLINE'S POPULARITY.

Perhaps not another dealer in the Northwest section has met with a larger share of increasing popularity than Harry Cline, retail dealer at 1408 North 19th street, who not only has one of the most attractive strictly retail stores in that section, but who also carries an unusual variety of goods, including all popular brands of cigars for which there is any call at all. In cigarettes, smoking and chewing tobacco he also carries a large and varied assortment.

AT SMEADER'S ON THE AVENUE.

Wm. Smeader keeps a cigar store and manufacturing establishment at 2654 Germantown avenue, and has been there for many years. During the writer's rounds in the uptown section this week, he heard someone say, "At Smeader's on the Avenue." It was of course at once recognized that this referred to Wm. Smeader, and it serves to show, the value of being well and favorably known in the trade.

ARCADE BUILDING STORES.

Whenever the Pennsylvania Railroad

Company secures control of all the land on Broad street, between Market street and South Penn square, which may be at almost any time, as negotiations for most of it are concluded, there will be an immense addition to the Arcade Building erected there and then the Fifteenth street ground floor front of the Arcade Building, now a solid mass of stone, will be opened up as fronts for stores, one of which R. W. Boch & Co., cigar dealers, have already made sure of.

BRANCH STORES.

Whether a cigar dealer who has established himself thoroughly in one location, and has become prosperous there, is wise in opening branch establishments, is a question which every man who feels a temptation to do so has to answer for himself. Were location the only element of success in the retail cigar business, the question would be greatly simplified; but, as a matter of fact, there is no place in any central point of Philadelphia where there are not two or more cigar stores within a few steps, and, consequently, there is practically no opportunity of "filling a long-felt want" in opening a new place of the kind. The personality of the man behind the counter is of more importance to the success of the establishment, provided the goods sold are of ordinarily good quality, than any other element of the business. A popular dealer having only one store and giving it his personal attention, being on duty daily during a reasonable number of hours, will win and hold trade which is sure to fall off, in a measure at least, when his visits there are infrequent and his stay there is short. There is always a certain satisfaction to the customer in doing business with "the boss," and when a boss comes to a store only occasionally he may be practically sure of losing whatever business could not be held even if he staid away altogether. Philadelphia has only a few retailers who are in control of several stores and, even if all their stores pay a satisfactory amount of profit, they have business worries and troubles to which a dealer who is content with only one store is a stranger.

RETAILERS TO MEET.

The call for the meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, to be held tomorrow evening, Thursday, March 24, at 1305 Arch street, is accompanied by a circular letter, in which appears a warning in these words: "This meeting will decide the fate of the organization and, if not better attended than one held February 25, there is a possibility of going out of existence." In case sufficient interest to

warrant continuance of the organization is manifested a vote will be taken on a proposal that meetings be held regularly the fourth Thursday of every other month.

Mostly Personal.

L. G. Haeussermann, is visiting the trade in Baltimore.

E. A. Calves & Co., have engaged a new traveling representative to cover the west.

Martin H. Myers is now covering New York State in the interest of E. A. Calves & Co.

S. Swartz, of the Loeb-Swartz Tobacco Co., returned on Monday from a several weeks western trip.

J. A. Kinney returned on Monday from Cleveland, where he had gone to attend the funeral of his mother.

Wm. Castle has taken a position as salesman with Geo. H. Boesch, leaf dealer on North 3rd street.

Horace McComors, with K. Strauss & Co., returned this week after a four weeks business trip through New York State.

Harry W. Bremer, of Lewis Bremer's sons, has been out of the city on a few days pleasure trip during the past week.

Harry Nathans, representing the Loeb-Nunez Havana Co. in the west, has been spending some days at the firm's headquarters in this city.

Geo. W. Newman, of Young & Newman, has been spending several days up the State, and it is stated he closed the banner sale of the week.

Liberman Bros., leaf tobacco importers and exporters, have leased a building adjoining their present premises at 242 N. Third street, and have already begun some alterations.

Phil Verplanck, with Gonzalez, Mora & Co., and Joseph Wertheim, with Jose Lovera Co., made sure last week that whatever was needed from their respective houses by their Philadelphia customers should be promptly supplied.

George H. Valentine, of A. S. Valentine & Son, has returned from his annual Western trip, and found trade unusually good on "Paul Jones", "General Greene", and "Tirador" brands, as well as the "Betsy Ross", and "Judge Best" high grade nickel brands. He is at Philadelphia headquarters this week.

Morris D. Neumann, of the popular firm of M. D. Neumann & Co., Broad and Wallace streets, has just returned from an extended western business trip, and reports excellent prospects in that section for a good spring and summer trade. He also found the sale of their goods highly satisfactory all along the line.

M. I. Lifshetz, Tenth and Arch streets, is making good progress towards opening his new branch at third and Arch, but is uncertain in regard to the date on which he will begin business there. His expectation now is that the fixtures, which will come from Baltimore, will arrive in time for opening the store to the public by April 1.

John N. Kolb, of the Theobald & Oppenheimer Company, sailed on the steamer Kron Prinz Wilhelm on March 22, and will go direct to Amsterdam to attend some of the inscriptions. W. S. Dennis, with the same house, is now at the factory headquarters in Tampa, while Ed. Marshall is visiting the trade in New Orleans and other southern points.

PHILADELPHIA LEAF MARKET

Transactions in domestic leaf in this market during the past week were only of moderate size. Visiting leaf salesmen report a general dullness all along the line among cigar manufacturers, who, they say, are buying very sparingly in consequence.

The new Sumatra is beginning to attract the attention of the local trade, which is expecting to see some samples of the new goods about the end of the present week. Reports thus far received indicate short lengths and a not over-abundant amount of light colors. The prices, it is believed, will be moderate. Old goods are still moving at a moderate rate.

In Havana the market has been well maintained, with a rather brisk demand for factory vegas, making a very fair showing in the aggregate.

TRADE NOTES.

Timberlake & Deschler, cigar and tobacco dealers, Lafayette, Ind., partnership dissolved.

The Illinois Cigar-Vending Machine Company, Hillsboro. Capital \$2,000. Making coin-controlled machine. Incorporators, M. L. Moyer, Otto Beese and L. V. Hill.

Fromherz-Berlzheimer Company, Chicago, was incorporated with a capital of \$14,000, to manufacture cigars. Incorporators, Sydney Stein, Henry Platt and R. D. Kellogg.

East Hartford Tobacco Storage Corporation, East Hartford, Conn., capital \$5,000. Incorporated by Geo. A. Billings, A. E. Kilburne, Chas. C. Haumer and Francis J. Haumer.

The Rock Bridge Tobacco works erecting a commodious building at Rock Bridge, Tenn., which is to be ready for occupancy within a few weeks, under the management of Wm. Ray.

The quarterly joint meeting of cigar-makers' local unions was held at Oriental Hall, 122 La Salle street, Chicago, last week, to take action regarding

If you want a **LEADER**

in Union-Made Cigars,
WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

the reported intention of the Manufacturers' Association to boycott all union labels. During the quarter just ended donations to other unions to the amount of \$360.50 have been made.

Clarksburg Stogie Company, Clarksburg, W. Va., incorporated with a capital of \$25,000, by Ray Alexander, M. M. Shuttleworth, John J. Denham, M. A. Denham and Lillie Shuttleworth.

Kruse-Reese Leaf Tobacco Company, of St. Louis was incorporated. Capital \$10,000. Incorporators, Julius Reese, Chas. Kruse and Christian Worley, all of St. Louis, and Chas. Reese of Detroit, Mich.

The cigar store of H. E. Hetrich Market and Cameron streets Harrisburg, Pa., has been sold to Saml. Bogner and Chas. Atticks under the firm name of Bogner & Atticks, who have already taken possession.

In the Criminal Court at Pittsburg, last week, Harry Markman pleaded guilty to embezzling \$40 from the United Cigar Stores Company, and was ordered to pay the costs and serve three months in the workhouse.

Doss Tobacco Company, Copeland, N. C., to manufacture tobacco, incorporated under laws of North Carolina, with a capital of \$100,000, by W. R. Doss, Joseph Dobson, W. C. Douglass, S. J. Atkinson and B. W. Bailey.

The United Cigar Stores Company has closed its Smithfield store in Pittsburg, where for some weeks the company has been conducting a retrogressive movement. They still have four stores in Pittsburg and one in Allegheny.

The Waterloo Cigar Company, was incorporated last week at Waterloo, Ia., capital, \$10,000, by Frank Innman, Carl C. Keller, G. H. Knittel, H. O. Parsons, M. J. Fowler, Ira Rodmer and W. P. Hoxie. A wholesale cigar business will be done.

The J. S. Ritter Cigar Company, now located at Waterloo, Ind., where it is hoped more help can be obtained. About fifty people are required. Mr. Ritter will continue in his capacity as salesman, while F. P. Brown will be in charge of the factory. The move will be made about May 1.

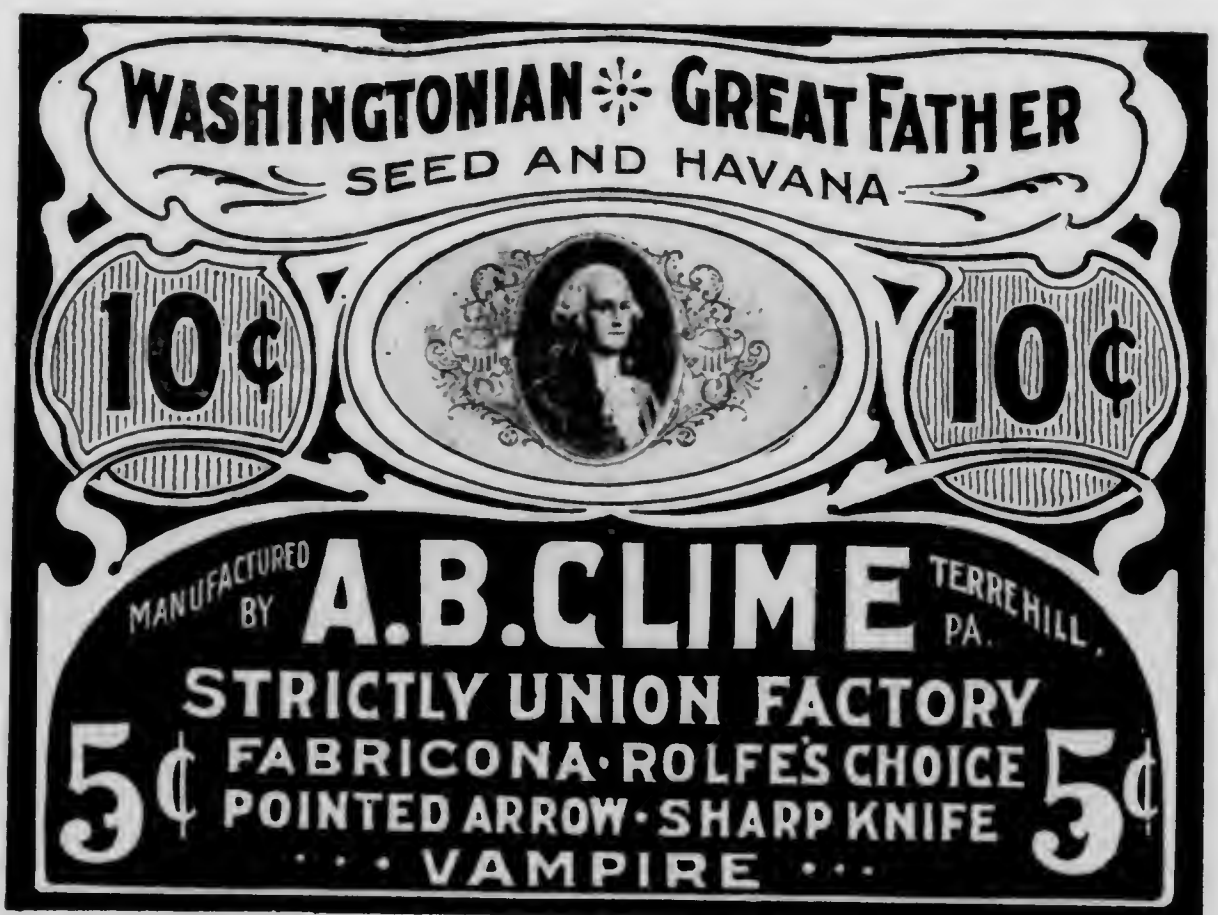
The Continental Tobacco Company has secured the services of Mr. Osterloh, who has resigned the Presidency of the Halpin-Newcomb Tobacco Company of Richmond, Va., and as Treasurer of the Independent Tobacco Manufacturers' Association of the United States. He will locate at the company's headquarters in New York.

AN ATTRACTIVE EXHIBIT
OF THE

Universal Tobacco Company's Goods.



The above is a reproduction of the "Turkish Corner," an exhibit of products of the Universal Tobacco Company made at a fair of the Wilmington Bicycle Club, which closed a two weeks course on Saturday last. The exhibit was made under the personal direction of W. F. Berger, Jr. The space, while rather small was utilized to the very best advantage, and proved a highly attractive feature of the "Show," which was largely attended. The darperies, etc., were neatly arranged and a large quantity of samples were distributed to the visitors.



BOSTON'S PROBLEMS.

Trading stamps must go, if the members of the Boston Women's Label League can accomplish it. Resolutions condemning the use of trading stamps were adopted at the meeting of the league last night, at which Prof. Vida Scudder, of Wellesley, presided, and a committee was appointed to attend the legislative hearing on the subject and advocate a law abolishing them.

A committee was appointed to present the matter to the Boston Central Labor Union at its next meeting, and ask that body to co operate with it in advocating the abolition of the trading stamps.

Harry J. Skeffington and C. J. Mc-Morrow of the Boot and Shoe Workers' Union addressed the meeting regarding shoe making. It was decided to hold the next meeting at the Denison House, Tyler street, on Monday, April 18.

Business Agent Laycock of the union reported that 14 additional hotels and restaurants had been unionized during the last two weeks, and he presented 32 new members for initiation. It was decided to have a smoke talk and open meeting on April 20.

The members of Plasterers' Union of Somerville, at a recent meeting were addressed by Henry Abrahams, secretary of the Boston Cigarmakers' Union 97, on the necessity of organized labor doing all in their power to prevent the tobacco trust killing the sale of the products of the independent cigar and tobacco manufacturers, by purchasing cigars and tobacco bearing the union label.

The Committee of Public Health in the Massachusetts Legislature has given hearings on several petitions for legislation to prevent the sale of cigarettes to minors. Representative McCann of Lynn spoke in favor of his petition for legislation setting a tax of \$25 per annum on dealers who sold cigarettes. He said this would drive many of the small dealers out of the business of selling cigarettes, and it is these small dealers who are the worst offenders in respect to selling cigarettes to minors. Mr. McCann said that a tax of \$25 would do much toward this end, and this would be better than the present condition. He allowed that he ran a large tobacco and cigar store in Lynn. Ex-Representative Jackson of Fall River, and Representative Jackson of Lynn also spoke in favor of some legislation which might stop the sale of cigarettes to minors.

Ex-Senator William A. Butler of Georgetown opposed the bill on behalf of various tobacco dealers, holding that there was enough laws at present on the statute books to cover the evils spoken of, if they were enforced by the authorities as they should be.

Telephone Call, 432—B.

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FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

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& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



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LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
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WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
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Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
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and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'rs
Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

WE CAN
SAVE YOU MONEY

The Sternberg
M'fg Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

M. STEPPACHER,
MANUFACTURER OF
Union-Made Cigars of All Sizes



The Best Union-Made Five-Cent Cigar
in the Market.

CAPACITY, ONE MILLION PER WEEK.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

READING, PA.

Trade Doings in Lancaster.

Leaf Packing in the Warehouses—Legal Decision Over-ruled.

Lancaster, Pa., March 21, 1904.

While the trade is remaining quiet, the local packers are giving more attention to the receiving of new goods, and at nearly all warehouses packing is now in progress. The prevailing price during the last week has been 8 and 1c. in this county, while in York County some have been bought for less.

I. H. Weaver last week sold a lot of some 150 cases of Ohio tobacco. M. M. Fry & Co. also sold a lot of old goods, and a fair number of smaller sales were made by other houses.

A decision was handed down by the Supreme Court at Philadelphia in the case of D. B. Long vs. F. B. Long, both of Lebanon, Pa., on appeal from a judgment of the Court of Common Pleas of Lebanon County, Pa., which gave judgment for plaintiff for lack of sufficient evidence in defense. The sum of \$10,000 was at issue, which plaintiff alleged was due him on Frank B. Long's promissory note. The defense set up that defendant was simply an accommodation party in the transaction, and that the Lebanon National Bank, which discounted the notes, was the actual plaintiff, against whom defendant had a good defense for breach of contract. Judge Ehrgood gave judgment on account of insufficient evidence, and Attorney George B. Woomer, for defendant, appealed against this decision. By the Supreme Court's decision judgment is reversed and trial before jury ordered.

D. J. Simpson reached this city this week after a business trip through Northern Ohio in the interest of his new firm, John A. Kauffman & Co., wholesale cigar manufacturers, of West Chestnut street, Lancaster.

Hipple Brothers, of Philadelphia, have opened a new warehouse in Marietta, and are now packing some of the new crops of Pennsylvania leaf. They received first on Saturday last.

Walter S. Bare, who on January 1 began the cigar manufacturing business at Lititz, is already well filled with orders for high-grade goods, on which he is making a special effort.

The cigar trade in general cannot boast of its prosperous condition, so far this year, but hope and confidence in the future is not strong.

Blue Hen State News.

Wilmington Contributes a Chapter of Trade Notes.

Wilmington, Del., March 21, 1904.

Under the auspices of the Wilmington Bicycle Club, a fair has been held in the metropolis of the Blue Hen State for four weeks past. Advantage was taken of this fact by representatives of the Universal Tobacco Co., which company, under the supervision of W. F. Berger, Jr., equipped an Oriental room, replete with draperies, lounges, etc., and amply supplied with free cigarettes of the Turkish variety. It is stated that this special exhibit proved a most attractive feature, and that its advertisement effect is considered to be very satisfactory to all concerned.

ing effect is considered to be very satisfactory to all concerned.

Internal Revenue officials, on Friday night last, seized a lot of goods in the cigar establishment of A. De Soto, one of the oldest cigar manufacturing places here. Several wagon loads of goods were removed to the Federal building, but what the specific charge against De Soto is has not been announced.

Mr. Chandler, who was for some time with the Frings Bros. Co., here, has returned to Philadelphia, his native city.

A fair trade is reported by S. H. Dursten and Robert Kenyon, who are among the largest tobacco and cigar jobbers here.

The Kossuth and other brands of Jacob Langsdorf's Sons are having their usual good sale among Wilmingtonites.

Selak & Hoffman, the Market street cigar dealers, say they are now carrying a larger stock and fewer selections of high grade goods than ever before.

BOARDWALK CIGAR STORE.

Progressive Atlantic City Firm Pushing Forward.

Messrs. S. Ojserkis & Co., proprietors of the famous Smokers' Paradise, at New York and Pacific avenues, Atlantic City, last week opened another of their famous stores on the Boardwalk between Kentucky and Illinois avenue. The store, without a doubt, will be one of the handsomest in the United States and carry a line of cigars and supplies second to none.

Mr. Ojserkis handles over 150 distinct brands of cigars and each brand generally averages from two to five sizes. Besides this he has a full line of cigarettes, pipes, cigar and cigarette holders, canes, tobaccos, jars and everything known for the comfort of the smoker.

A special feature and one that will attract many is the fact that Mr. Ojserkis has eighteen merschaum pipes, of handsome designs, which have been made especially for exhibit at the St. Louis Fair. These will be on exhibition for a short time at the store. Another novelty is a huge cigar, made of everlasting flowers, presented to Mr. Ojserkis by E. Regensburg & Sons, of New York, manufacturers of the American and other brands of clear Havana goods. Every article in the store is new and the general plans are novel.

Mr. Ojserkis has been in the city but about two years, but since that time has made many friends. He started with a small store on New York avenue, but now controls a five-room store at New York and Pacific avenues. A branch store at Pennsylvania and Atlantic avenues, his handsome new Boardwalk store and an immense wholesale and retail business in New York as well as several branch retail stores.

LOUISVILLE'S NEW ENTERPRISE.

Vogt-Applegate Company Organized with \$100,000 Capital Stock.

Incorporation papers were filed by the Vogt-Applegate Company last week in the County Clerk's Office. The capital of the company is \$100,000, divided into 1000 shares of \$100 each. The incorporators are R. F. Vogt, Benj. F. Vogt and John Scheer, of Louisville; C. L.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE TOBACCO WORLD

23

AMERICAN EMPIRE



10 CENT



EL VOLCANO



5 CENT

Applegate, of Owensboro, Ky., and Henry Severin, of Indianapolis, Ind.

The new company will have its principal headquarters at 236 Fourth street, Louisville, and its business is to be the distilling of whiskies of all kinds, and the dealing in cigars and tobaccos at wholesale and retail.

R. F. Vogt, who is the president and treasurer of the company, has been connected with the R. F. Vogt Tobacco Company, of Louisville, since its organization, which business has been purchased, and the new firm will also conduct the cigar and tobacco business of the new Seebach Hotel, at Fourth and Walnut streets, when it is completed.

RECEIVER FOR BALTIMORE FIRM.

Max Teichmann Appointed for the Independent Tobacco Company.

Max Teichmann was yesterday appointed by consent receiver for the Independent Tobacco Company of Baltimore, the bond being for \$1,500. The company was incorporated February 27, 1901, with an authorized capital stock of \$25,000, divided into 250 shares of \$100 each. Its place of business was at 419 East Lombard street.

The bill of complaint, filed in Circuit Court No. 2 by John V. Neurath, through Otto Buehner, Jr., attorney, stated that all the stock in trade and other tangible assets of the company were destroyed in the great fire and the company is no longer able to carry on its business or to exercise its corporate franchises.

Mr. Neurath, it was also stated, has acquired all the 66 shares of stock which the company has issued.

The answer of the company admitting

the allegations in the bill of complaint and consenting to the receivership was signed by George W. B. C. Vogt, secretary, and John W. Fry, attorney.

On the 16th inst. the store of J. C. Whitfield & Co., wholesale grocers at 17th street and First avenue, Birmingham, Ala., was burglarized, and between \$400 and \$500 worth of chewing tobacco was stolen. Three negroes are being held on suspicion.

SECOND EDITION---BOUND IN CLOTH.

THE
United States Directory
OF
Cigar Manufacturers

AND
LEAF TOBACCO

Importers, Packers and Dealers,

INCLUDING:

Leaf Tobacco Exporters, and Commission Merchants and Leaf Tobacco Warehouses of Havana,

AND

Porto Rico Cigar Manufacturers,

IS

An Indispensable Volume

FOR THE

LEAF TOBACCO DEALER,
CIGAR BOX MANUFACTURER,
LABEL LITHOGRAPHER,
JOBBER OR BROKER,

or ANY ONE in any way identified with the Cigar or Tobacco Trade.

The **LISTS** of Cigar Manufacturers were compiled from Mercantile Reference Books, and include all that are rated, about 12,600, arranged Alphabetically by States and Cities and Towns in the respective States. It also shows the respective Revenue District of every City or Town in the United States, a special convenience to Leaf Dealers.

To Box Manufacturers, Lithographers, Brokers, Advertising Goods and Specialty Houses its value can not be over-estimated.

Complete and Reliable in every way.

Finely Printed. Beautifully Bound.

Price, only \$1.50, Delivered.

ADDRESS

The Tobacco World Publishing Co.

224 Arch Street,
Philadelphia.

New York Office, 11 Burling Slip.

Price Reduced to 1.50, Postage Prepaid.

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Match It, if you Can—You Can't.

Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHLER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Japan's Possible Tobacco Monopoly.

St. Petersburg, March 19.—The representations of the United States Minister to Japan, Mr. Griscom, concerning American interests affected by the creation of the Japanese tobacco monopoly will, the "Novoe Vremya" believes, sharpen American-Japanese relations.

It considers the tobacco monopoly to be absolutely necessary for Japan in the political condition of her finances, but says the compensation claimed by the Americans would more than eat up the income from the monopoly in the first years, thus creating for Japan a situation "the full meaning of which it is probable is quite appreciated at Washington."

Tokio, March 19.—Party committees are meeting daily discussing the tax proposals, and the belief is expressed that the Government will be forced to modify several features of their plans, and that it will fail to realize the total amount originally estimated.

If the tobacco monopoly is enacted it is estimated that it will be ten years before it is finally completed, although the Government counts upon earnings from it in 1904 amounting to 24,000,000 yen (\$12,000,000), gradually increasing until 1914, when it is estimated they will amount to 40,000,000 yen (\$20,000,000).

It is estimated that it will cost the Government 8,000,000 yen (\$4,000,000) to purchase the plants and stock required to consummate the combine and fully 9,000,000 yen (\$4,500,000) to compensate the owners.

Washington, March 17.—United States Minister Griscom at Tokyo is acting under the instructions of the State Department in endeavoring to impress upon the Japanese Government the propriety of protecting American investments in tobacco manufactures in the preparation of the new tobacco monopoly scheme. In

so doing the minister is following up the procedure he adopted in securing restitution of losses suffered by American whisky exporters.

In the case of the tobacco factories operated by American capital in Japan the Japanese Government already has signified a willingness to pay for the factories and goods on hand, and what Mr. Griscom is trying to do is to secure a proper allowance for the good will and business about to be surrendered.

FOR NEW REVENUE OFFICE IN ILLINOIS.

Effort to Secure Appointment of Deputy for Fulton County, Located at Canton.

Canton, Ill., cigar manufacturers are exerting their influence with the object of having a sub-district of the internal revenue department created in Fulton County, with a deputy collector to have an office in Canton, as was the case some years ago.

The salary of such an official would be only \$300 per annum, and it is believed that sufficient business would be transacted through a local office to warrant the appointment.

Considerable preliminary work has already been done in the premises and the active support of Congressman Prince and Chief Collector Mills of the Eighth internal revenue district has been secured.

At present Fulton County cigar manufacturers are compelled to send to Quincy, Springfield or Pekin for all stamps used, and the re-establishment of a branch office in Canton would be a great convenience to them.

Fire of an unknown origin damaged the brick building occupied by John Korialinka, cigar manufacturer, and J. O. Triplett, cigar dealer, at Iowa City, last week. Both covered by insurance.

G.M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

HOLTZ, PA.

Maker of High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BRAUTINS, OAK MOUNTAIN, PORTO RICO WAVE.

Capacity, \$5,000 per day.

Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

ENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.



75,000 PER DAY

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced Cigars

Red Lion, Pa.

Remember—the MELODIOSO is our Leader



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
 Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
 Packers and Dealers in **Leaf Tobacco**
 Large Line of 1900, 1901 and 1902 B's.
 No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.
 Wholesalers and Retailers of
Leaf Tobacco
 SHADE-GROWN SUMATRA, in Bales.
 Phones { York, No. 130. 12 S. George St., York, Pa.
 { Bell, No. 1873.

D. A. SCHRIVER & CO.
 Wholesalers and Retail Dealers
 in All Grades of
Domestic & Imported TOBACCO
 29 East Clark Avenue,
 YORK, PA.
 FINE SUMATRAS a specialty.

A. KOHLER & CO.
 Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
 Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
 Manufacturers of
Fine Havana Cigars
 And Packers of
LEAF TOBACCO
 Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
 New Holland, Pa.



No More Dull Seasons...
 If you handle our make of Cigars.
 WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
 All Grades, All Prices, All Shapes, All Sizes

Great Sales of Mexican Cigarettes.
 The sales of the Buen Yono cigarette factory, of the city of Mexico, reached a value of \$2,769,942.12 in 1905, against \$1,851,167.81 in 1902. The profits for the year amounted to \$656,832.70. The capital stock has been increased by \$1,000,000, and 2,000 preferred shares of \$100 each, par value, have been issued. Orders for cigarettes have been so heavy that it has been impossible to fill them as promptly as desired. The capital of the company is \$4,200,000, and the reserve fund is \$270,000. \$349,821 were divided among the stockholders this year.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.
 The time is almost here for sowing the seed in your hotbeds. In the first place start right. Do move them to the water or move the water to them. A properly filled bed needs more water than the adjoining fields, if it has been properly fertilized, for the ground is, or should be, filled with manure and other fertilizer. Let me tell you my own experience in taking care of four beds, two of them one hundred feet long, two 106 feet long, and covered with the ordinary tobacco sash eight feet long. The beds, after taking off the plants the year before, had been fertilized with eight carloads of stable manure, two bags of phosphate and thoroughly pulverized, set to tobacco and tended in the usual way. In the spring an application of two more bags of fertilizer and the seed sown. After we had taken plants to set sixteen acres (eight thousand to the acre), a gentleman living near furnished two bags of dry fish. We sowed the fish, and then began the trouble of keeping the dry fish from burning the plants. At the time of applying I used water from a stand-pipe that would discharge a forty-gallon cask full in seven minutes, and it took me, with a hose and a sprayer, six hours of steady work during that day, the day following about 2½ to three hours, and the day after five hours. Now, I don't propose to say that forty gallons of water would pass through the hose and spraying nozzle, but there was head enough to throw the spray fifteen feet. Well, I never in my life saw plants grow like those, and I do not believe the dry-fish guano tainted that tobacco, either. We took enough plants from those beds to set seven acres, and the tobacco assorted out nearly or quite fifty per cent. of light wrapper, and last year 1903 at that. So don't be afraid to apply

Phones: { Keystone, 65-64A Main
 { Bell, 62-39A
M. Kaufman & Co.
 Manufacturers of Union Made
Turkish Cigarettes
 504 S. Fifth St., Phila.
 Special Brands:
 MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"eHico"
 KING of 5c. CIGARS
 AGAIN ON THE MARKET.
 Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
 Philadelphia.

Manhattan Briar Pipe Co
 Manufacturers of
 Briar and Meerschaum Pipes
 Importers of
SMOKERS' ARTICLES
 Salesroom, 10 East 18th St.
 NEW YORK.

E. S. SECHRIST,
 Dallastown, Pa.
 Manufacturer of
Fine and Common Cigars
 Established 1890.
 Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
 Manufacturer of High Grade
EGYPTIAN CIGARETTES
 74 Wooster Street
 NEW YORK
 Traveler-Cork Tips. Planet-Gold Tips
 Planet-Plain Tips. Planet-Cork Tips

PATENTS

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BOLTED CIGAR BOARDS
 MANUFACTURED BY
L. L. BEDORTA
 WINDSOR, CONN.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER,
 Washington, Pa.

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**
Slater's Stogies
 Long Filler, Hand-Made and Mold Stogies
 SOLD EVERYWHERE

JOHN SLATER & CO.
 Lancaster, Pa.

commercial fertilizers to your growing plants, provided you have sufficient water to wash every particle of the fertilizer from the leaves. It cannot be done so well with the watering pot as with running water with a good head. We must have taken in the neighborhood of 200,000 plants from that bed last spring, and what man has done, go you and do it yourself. You may say you have not time, but there is a dollar in it. If you don't believe me, try it for yourself.

Our correspondents write:
 Suffield, Ct.: "Tobacco buyers are buying some tobacco in this town; I report two sales; one at least was a hail-cut crop. Prices paid, 8c per pound. I think the recent damp spells have enabled all to get their crops from the poles."

Conway, Mass.: "I have a number of sales to report; that of C. F. Elmer, three acres to Faulk, at 10c in bundle. G. H. Johnson and W. R. Bachelder, to Frank Jones of Hatfield, Mass., at 6c; also the remainder of B. S. Graves & Sons' and Boyden Brothers' crop to James Day, at 9 and 10c. Only a few lots are left unsold, and most of them are going to have it assorted."

East Deerfield, Mass.: "Tobacco all down and stripped at this place. One or two growers are having their crops assorted."

Hadley, Mass.: "Never in the history of tobacco raising in Hadley has the crop been known to remain in sheds and barns so late in the season. Almost April 1, and in many cases in town the crop is not in the bundle. Growers are getting anxious to see the crop move off. The buyers are keeping shady until the last moment, thinking to take all the advantage possible, and they are offering unsatisfactory prices. Many who can do so have now decided to assort their crops and hold it until later rather than give it away at prices that will not meet the fertilizer bill. Mr. Frank Meville, one of our best growers, has put in a force of men and is assorting his crop of tobacco of six acres and will also handle some

crops for outside parties. There have been no sales for more than 10½c in bundle, and few at that."—American Cultivator.

BALDWINVILLE, N. Y.
 But few sales have been reported during the last week. Charles R. Goldsmith, of New York, was here Wednesday but did no riding. There is now considerable activity at several of the local warehouses. At the E. C. Munro warehouse a force of about 100 is busily engaged in assorting and it is expected that the work will be continued until May 1. J. W. Upson has a force of 30 engaged in assorting purchases made by him in Connecticut and the Big Flats district as well as Onondaga. E. L. Beebe has opened an assorting room in the Selleck warehouse on Gaston street where he is handling tobacco for farmers who do not wish to put up their own crops. The American Cigar Co. shipped 70 cases to Danville, Va., last Friday from their local warehouse, and Max Gans & Son made a shipment of 30 cases to New York Thursday.—Gazette.

EDGERTON, WIS.

Some riding is being resumed for the purchase of last season's tobacco crop, but prices seem to be settling around the six cent mark where trades are effected for the average binder lots, and even lower for something that will fill an export order. Even at these figures buyers are nowhere ambitious to secure very large holdings nor particularly pleased over their bargains.

Sales coming to notice since last report are:

Geo. Halverson, 10a at 6 and 1c.
 John Eide, 6a at 7c asst.
 S. Eyre, 11a at 6 and 1c.
 John Rue, 7a at 6½ and 1c.
 Anfin Week, 10a at 7 and 1c.
 Mrs. N. E. Smithback, 7a at 6½ & 1c.
 E. Simonson, 8a at 6½ and 1c.
 O. P. Swerig, 9a at 6c.
 A. Runing, 8a at 6½ and 1c.
 A. Wallen, 7a at 7c—10 off.
 J. Johnson, 8a at 6 and 1c.
 J. Bublit, 7a at 5.10c.
 W. Condon, 2a at 5½c.
 F. Mouthe, 3a at 4½ and 1c.

There is some inquiry for old leaf and a few sales of moderate sized lots are re-

Barnesville Cigar Co.
 W. H. BARLOW, Proprietor,
 Barnesville, Ohio,
 MAKER OF
High Grade Stogies

Long and Short Filler.
 SPECIAL BRANDS TO ORDER.
 COUNTRY CLUB
 RUSTIC
 BLUE POINTS
 CRYSTAL
 PRIVATE STOCK
 TRIUMPH
 OLD JUDGE
 CHERRY RIPE
 Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
 MANUFACTURED ONLY BY
LEONARD WAGNER,
 Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
 at
W. D. SAHM'S
Union Cigar Factory
 AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
 Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
 Wholesale Manufacturer of **Nashville, Pa.**
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
 Is as fine as can be produced
 Correspondence, with Wholesale and
 Jobbing Trade only, solicited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.

Strictly
Hand-Made.



They Are Deservedly Popular.

MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
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ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

REGISTER YOUR

CIGAR & TOBACCO BRANDS

WITH
THE TOBACCO WORLD

ported. W. T. Pomeroy & Co. have sold a 50cs lot of '01. A. N. Jones purchased 100cs of '01 and sold 50cs of '02 during the week.

Del veries of recent sales are now coming to the warehouses quite freely. Despite the frequent seasons of casing weather, we learn that considerable tobacco is still hanging in the sheds. Many of the growers who have not sold are beginning to sort and case their crops. Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The weather still prevents handling or movement in the new crop except in a small way. The season is four months late. Planters are swearing off raising tobacco. Labor is going South to raise cotton, to the coal mines and to the rock quarries, low prices forcing them to seek other ways to make bread and meat.

Old tobaccos, being dark and heavy styles, are held firm by holders—heavy, dark styles being scarce in the new crop.

QUOTATIONS

Leaf—Short 18 to 20 in.: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Receipts for the week, 60 hhd.; for the year, 170 hhd. Sales for the week, 64 hhd.; for the year, 617 hhd.

CLARKSVILLE, TENN

M. H. Clark & Bro.

Our receipts this week were 446 hhd.; offerings on the breaks, 2 hhd.; private sales, 68 hhd., lap sales from last week, 19 hhd., total sales for the week ending March 18, 87 hhd., nearly all old leaf, at late ruling prices. The late spring and lack of good handling weather keeps receipts small.

Receipts and sales at the loose tobacco warehouses are steadily increasing, but are not yet large.

The stocks of old leaf are now much reduced, and will soon be exhausted.

Bremen, in her apathy, lost the chance of acquiring good lots of very cheap leaf; stocks of lugs were exhausted long ago.

QUOTATIONS: (Old.)

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Business Changes, Fires, Etc.

Arkansas.
Fort Smith—Fox & Meister, cigar manufacturers, dissolved.

Connecticut.
Meriden—George F. Rogers, cigars, etc., petition in bankruptcy.

Georgia.
Atlanta—Equitable Cigar and Soda Co. (not inc.), succeeded by A. C. Conyers.

Idaho.
Boise—M. C. Munzer, cigars, fire loss. Illinois.

Rock Island—Eddy & Stroehle, cigars, succeeded by Eddy & Sexton.
Streator—Mrs. M. Doerman, cigars and tobacco, sold out.

Indiana.
Lafayette—Timberlake & Deschler, cigars, succeeded by Louis G. Deschler.

Iowa.
Iowa City—Jno. Konvalinka, cigar mfr., succeeded by John Konvalinka & Co.

Lawler—Geo. Siglen, cigars, etc., sold out.

Low Moor—H. Anson, cigars, succeeded by Vardy Pucket.

Kansas.
Topeka—H. Rigby, cigars, burned out. Massachusetts.

Cnelsea—Wm. Katzen, cigars, tobacco, etc.; chattel mortgage, \$300.

Springfield—L. B. Sill, cigars, etc., sold out.

Worcester—Morris Schlessinger, wholesale cigars, real estate mortgages for \$1,000 and \$725.

Nebraska.
Omaha—Bussey & Co., cigars, bill of sale, \$60, to Baker & Eastee.

Sterling—Wm. England, cigar manufacturer, discontinued.

New York.
Newburgh—A. Sewenti, cigars, etc., sold out.

Brooklyn—S. Monday & Sons, wholesale cigars, tobacco, etc., damaged by fire; insured.

Ohio.
Columbus—Paul I. Sweeney & Co., cigar mfrs., petition in bankruptcy.

Wapakoneta—Fisher, Merle & Co., cigar mfrs., succeeded by the Colonial Cigar Co.

Pennsylvania.
Philadelphia—G. A. Albert, cigars, judgment and execution, \$412.—J. Toffler & Co., wholesale and retail cigars, receiver appointed.

Rhode Island.
Newport—W. H. Issard, cigars, tobacco, etc., dead.

Providence—A. E. White, cigars, chattel mortgage, \$269, discharged.

Washington.
Ballard—C. L. Kock, cigars, chattel mortgage, \$800.

Wisconsin.
Milwaukee—H. & E. Kerns, cigar manufacturers, sued, \$1,500.

Orfordville—O. A. Peterson, leaf tobacco, warranty deed, \$13,000.

PATENTS RELATING TO TOBACCO, Etc.
754,840. Tobacco pipe; Jos. Berch. told, Hesperia, Cal.
754,707 Match case; Samuel Robert, New York City.

E. A. CALVES & Co. **HAVANA** 123 N. THIRD ST.
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Best Workmanship The Lowest price

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Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.

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121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR Gold Leaf Embossed Work

BOXES of Every Description

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INLAND CITY CIGAR BOX CO.

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Frank Ruscher Fred Schnaibel

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Tobacco Inspectors

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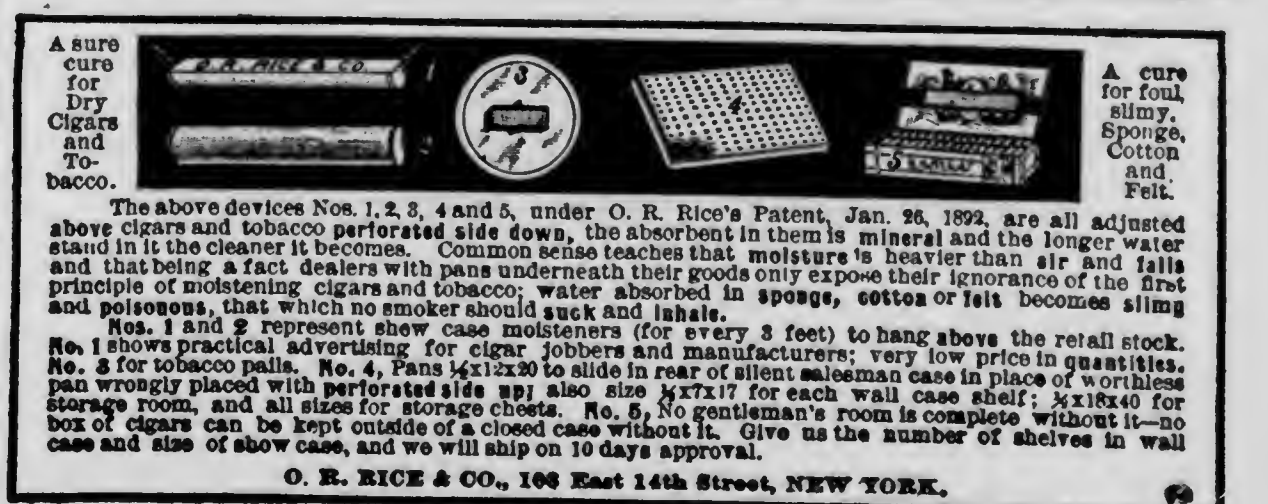
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Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.
Lithographers,

LARGEST CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.



"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
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JAMES PRANGLEY, Jr.,
First Class Insurance on
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Only. a Specialty.
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Glycosine BEATS ALL

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

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TOBACCO and FRUIT FLAVORS.

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PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

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Leaf Tobacco Brokers,
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Cable Address,
"CLARK."
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Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

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IMPORTERS OF **PHILADELPHIA**



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

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Send for Samples and Prices.

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9th District Penna.

Wholesale Manufacturer of

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The Best Possible Goods for the Least Possible Money

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Akron, Pa.

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TEXAS TOBACCO FACTS
Exhaustive tests prove that the Sweet grade of...
CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
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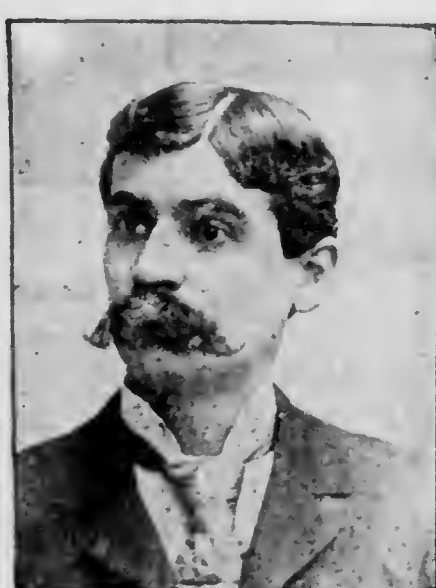
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JOBBERS and DEALERS.

Maker of
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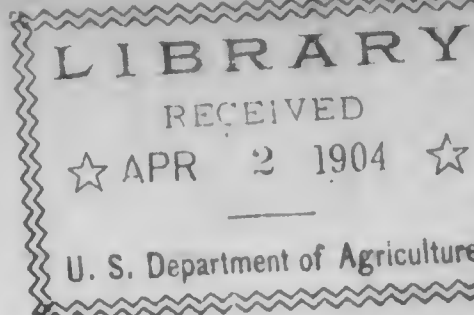
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Filler,
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No
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Communicate with the Factory.
We Can Save You Money.



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ESTABLISHED IN 1881
Vol. XXIV., No. 13.

PHILADELPHIA, MARCH 30, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

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*At the First Rotterdam Inscription,
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750 Bales

NEW SUMATRA TOBACCO

Including the Well-Known Brands,

R D M/-Deli/-

D P M/-Deli/-

**Light, Big Yielding Tobaccos,
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Seed and Havana
CIGARS
Lancaster, Pa.

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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
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We Employ No Salesmen.



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WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

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L. J. SELLERS & SON,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —



Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia

JAY Y. KROUT, H. C. McMANUS,
Pres't and Gen'l Manager. Sec'y and Treas.

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A MUCH more frigid atmosphere pervades
financial circles since the recent numerous
disasters among leaf dealers and cigar manu-
facturers. Certain chilly sensations now run through
many a man's frail superstructure when he is
confronted with the necessity of asking advances
on tobacco, and he finally collapses when he is
offered 40 per cent. of its supposed market value,
instead of the 75 to 90 per cent. of the good old
summer time. Note shavers and others living on
the avenue of Hypothecation are making balloon
ascensions. The old adage that "Talk is cheap,
but it takes money to buy whiskey," now appears
to be also applicable to tobacco.

Storm clouds have been hovering over Japan
for several weeks. The wires between New York,
Washington and Tokio have been busy all week.

The Amsterdam eclipse has passed out of
sight, but in its place a few spots are again visible.
So say the astronomers who are in the observatory
there at the present writing.

At Washington the temperature has been
about normal, but there is promise of another rise
among the Ways and Means Committee-men before
a final report is made on the Ojien-Tawney Bill.

The showers of indignation against Albert M.
Fanning have not yet subsided, and the watchful
gaze of his accusers—and their actions—is likely
to have a depressing effect upon other aspirants to
a similar fame.

The continued bad weather has brought on
insomnia among New York State tobacco growers,
who threaten to reduce the acreage this year, as
the grasshopper crops will probably be very large.

For Philadelphia is predicted fair weather and
Gentle Spring, followed soon by picnics, ham
sandwiches, and possibly some devilled eggs and
other gladsome things, not later than April 4th.

Tobacco as a Lenten Sacrifice.

ALTHOUGH tobacco has been declared an
actual necessity by several judicial tri-
bunals and is so regarded by thousands of its
devotees, its use is, nevertheless, a matter of per-
sonal pleasure, to be dispensed with at one's will.
There comes a time, to even the most inveterate
user of the weed, when its use is curtailed—per-
haps for its possible effect physically, perhaps for
the saving of its cost for a time, or perhaps as a
result of religious views. It is the latter theory
which has been advanced by some as a possible
factor in the continued dullness in the tobacco and
cigar trade during the penitential season now
drawing to a close.

At first the idea seems rather far-fetched, yet
it is reasonable. There are thousands of users of
tobacco who, during Lent, deprive themselves of
the solace of a cigar or pipe, or the delicious chew,
in preference to other sacrifice, and the loss of their
aggregate trade during the season would undoubt-
edly be felt by the dealers.

On the whole, it appears a reasonable suppo-
sition that the Lenten period of six weeks, closing
an unusually hard winter, during which severe
cold weather reigned from the Coast to the Rocky
Mountains, may have prolonged the slow trade
season beyond its usual length.

The end of it all is now in sight, and it is
possible that by the close of another fortnight the
open door season may have set in, with the advent
of which period the trade may confidently look
for an improvement.

Tobacco and the Cold.

THERE has been a marked shrinkage in the
output of cigars and manufactured tobacco
so far this calendar year, as compared with the
corresponding period last year. The falling off in
the demand for these products is not confined to
sections, but is general throughout the country.
The reason for this is odd, but not improbable.
It is the unusual cold weather, which "acted as an
embargo on smoking extensively in the open air."
There was an increase, however, in the demand for
"short smokes," such as cigarettes and small ci-
gars, which according to authorities on the subject,
are in popular favor for indoor smoking.

It is stated that the falling off in the output of
cigars in the entire country for January amounted
to 36,114,493 in a total production of 468,275,713,
against a total production of 504,390,206 in Janu-
ary, 1903. The output of manufactured tobacco
decreased 4,345,640 in a total output of 19,878,-
402 pounds, which compares with a total output of
24,224,051 pounds in January, 1903. The pro-
duction of snuff, which aggregated 1,577,165
pounds, decreased 234,491 as compared with the
corresponding month in 1903. The output of
cigarettes and little cigars showed substantial
increases amounting to 26,619,104 and 12,217,730
respectively.

It is said that the falling off in demand for
smoker's articles has diminished the sales of one
corporation, which has scores of retail stores in
different cities, between 30 and 40 per cent.

Trade Marks and Patents.

SENATOR PLATT has secured the perfecting
of a measure which is expected to do away
with the many controversies over trade marks that
have arisen under the present statutes, which are
he says, antiquated and, to an extent, confusing.
The new bill is plain. A trade mark must be dis-
tinctive and easily recognized as such, so that any
imitation is on its face malicious. For this a
penalty easily collected is provided instead of the
present tedious methods of proving damages by
civil process.

A most important provision is that which per-
mits foreign nations who respect our laws on the
subject to sue in this country for infringements
on their own trade-marks. This may not seem a
serious matter, but it is vital to the continued pros-
perity of foreign trade. American-made goods have
achieved a high reputation and are known by the
labels or trade-marks which unscrupulous Euro-
peans have not hesitated to imitate with disas-
trous results to our manufacturers. The China-
man, for instance, is so affected by these things
that when a merchant recently changed a label for
one which pleased him better and pasted it over
old ones on the canned goods, the Chinamen would
have none of them and the old label had to be re-
stored. If we can make reciprocal arrangements
whereby these things can be protected we will
have accomplished a great good.

What Congress has so far failed to do, though
so strongly urged, is to take some action to simpli-
fy our patent laws. Most persons seem to think
that a government patent on an invention is a
guarantee of its originality and the owner's "right-
ful claim to it. This is untrue. The government
exercises a reasonable care in issuing a patent, but
does not defend it, and in the last analysis it
amounts only to prima facie evidence. Many of
the most valuable inventions have been stolen by
others, and patent litigation is notoriously slow
and so expensive that a poor inventor has little
show even with right on his side against a thief
with money.



As the Patent Office is a profitable institution
to the government, it has been suggested that there
be established a court of patent judges made up of
experts, who shall pass finally on patents before
they are issued, and thus give not only the in-
ventor some guarantee of protection, but also the
men who are asked to invest money in developing
the new invention.

The inventions and patents appertaining to
the cigar and tobacco trade, and the right to the
exclusive use of the trade marks and labels adopted
by cigar and tobacco manufacturers, are of much
importance, and for that reason the question of
government supervision and control is one in
which they are greatly interested.

Until some such course as indicated above is
taken, there will be no cessation of the robbery of
ingenious men who have not the money to protect
themselves, and the only remedy for the pirating
of valuable trade marks and labels will continue to
be, as now, a resort to the slow and expensive
method of a law-suit. There are large fortunes in
this country made from stolen inventions. Such
things could be made impossible.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST
IMPORTERS OF PHILADELPHIA

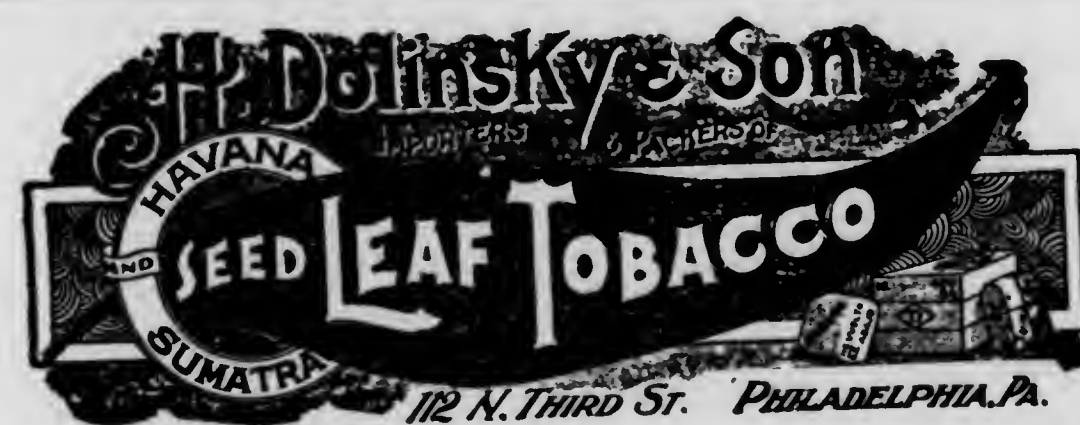
J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  **107 Arch St. PHILADA.**


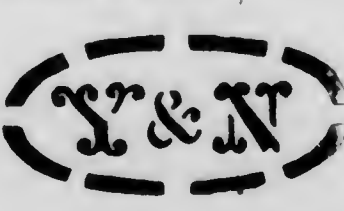
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IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF **TOBACCO**
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana 
27 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.




BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

The Keeping of Cigars.

J. Edward Cowles, the manager of the cigar department of Austin, Nichols & Co., New York, communicates a note to a cotemporary on "Tobacco and Its Peculiar Characteristics," which may be read with profit by all who handle cigars and tobacco, for few of them realize the necessity for special care that the character of the weed itself requires (on account of the peculiar nature of the product) in order that the tobacco may retain its quality, flavor and aroma for an indefinite period.

It is perhaps not generally known that tobacco is more susceptible to climatic influences and to taint from foreign odors than any other plant grown or cultivated in this or any part of the world, and more particularly when manufactured, no matter whether in plug form, in the shape of fine cut or in the cigar, it is known to take up and absorb any foreign flavor, scent or character, and may thus be entirely changed in flavor or taste.

For instance, if cigars are kept in a damp place they will absorb the moisture in the atmosphere, resulting in a heavy, soggy, spongy article, no matter how well it may have previously been seasoned; and if the air be unwholesome a good cigar becomes strong, rank and disagreeable.

Cigars that are sold for use at the seashore should be selected from the oldest or best seasoned stock. No experienced dealer or smoker would think of taking a fresh cigar on board an ocean-bound steamship, inasmuch as the ordinary domestic "two-for" unseasoned would smoke and taste equally as well as the finest imported or Key West cigars, if newly made, on board the ship.

There are many articles of merchandise which should never be allowed to come in contact with cigars, such as camphor, ammonia, vinegar, spices, coffee, tea and other similar substances.

These facts will explain why cigars which are known to have a standard value for quality are oftentimes made the subject of complaint from dealers, and may point the way to prevent such trouble in the future.

Sarah Grant Finds Cigarettes Demoralizing.

Sarah Grant has been giving the readers of a London journal her experiences and her opinion as to women smoking. She commends it in moderation, al-

though she has to admit that in her own case she grew so fond of it that the number of cigarettes she smoked reached fourteen a day. In consequence of smoking she lost her taste for needlework, and she smoked when she should have been darning stockings. At first Mrs. Grant smoked in order to be sociable. She had cigarettes brought in with the coffee, and the men and women remained in the dining room, instead of following the custom of the ladies withdrawing when the cigars were brought on, says a writer in Vogue. The article settles nothing, but it is interesting as coming from an Englishwoman who pronounces conservatism as the curse of her country. The feeling against women smoking she sets down as the outcome of conservative prejudices that are entirely unworthy.

"The last one we sold was two weeks ago. A boy of the messenger type came in here and sidled up to the counter.

"Gimme a fi' dollar cigar," he demanded.

"Run along," I said.

"By way of answer he threw a five dollar bill on the counter and repeated his request. I gave the cigar to him and he went out. I supposed some one must have sent him for it—possibly a cigar manufacturer who wanted to keep his identity hidden."

The First Europeans Who Saw Tobacco Used for Smoking.

The first Europeans who saw tobacco smoked were two men whom Columbus dispatched on an embassy immediately after the discovery of the island of Cuba.

AN AKRON, O., ESTABLISHMENT.

On this page is portrayed one of the leading cigar and tobacco stores in Akron, O., which is operated by H. Ferbstein, who does both a wholesale and a retail business. The business was established in 1870, by D. Ferbstein.

An exceptionally large line of goods is carried, including the finest imported, Key West and domestic (seed and Havana and five-cent) goods calculated to meet the requirements of a large and varied patronage.

The front part of the store room on the ground floor is devoted to a retail department, modernly equipped with silent salesman show cases, wall cases, and special cases for pipes and smokers' articles, advantageously arranged.

In addition to a choice line of imported goods, such as Eden, Clay, etc., Mr. Ferbstein also carries a stock of Bustillo Bros. & Co.'s Henry the Fourth, Cuban-American Co.'s Corina, John W. Merriam & Co.'s Baron DeKalb, M. Stachelberg & Co.'s Raphael, M. Perez Co's Prinzo, Leopold Powel & Co.'s Espina, Ghio & Roriva's El Arabe, The Hilson Co.'s Hoffman House Bouquet, Vocum Bros.' La Cubanas, Straitton & Storms' Robert Burns, La Flor de Sanchez y Haya, P. Pohalski & Co.'s First Consul, and Juan F. Portuondo Cigar Manufacturing Co.'s 10-cent goods.

In nickel goods the Roigs of Antonio Roig & Langsdorfs, Philadelphia; Greater Akron, made specially for Mr. Ferbstein, by George A. Kohler & Co., of York, Pa., and Straitton & Storms' Capa Dura are good sellers.

In tobaccos and cigarettes the products of the American and Continental Tobacco Companies are the principal sellers.

Paper Cigar Boxes.

An Indiana company, of which Governor Durbin of Indiana is vice-president, has engaged on a large scale in the manufacture of corrugated paper boxes for cigars. The company announces that it has booked orders for several thousand of the boxes. It is claimed for the paper box that it is better looking and lighter, waterproof, and airtight. Double sheets of corrugated paper are faced with strong, smooth paper, and the box is then decorated to suit the cigar manufacturers.

Smoking is, indeed, a vile and obnoxious habit; if persisted in it invariably leads to the death of the smoker. A man in Chicago used to smoke 3,000 hams a day; is it a wonder he is dead?



INTERIOR OF H. FERBSTEIN'S STORE, AKRON, O.

Cigars Sold for Five Dollars Each.

Five dollars for a cigar! And if you bought a hundred of them you would have to pay \$500 with no discount off for cash.

"No, we don't sell many of them," said a clerk to a curious customer.

"Sometimes a sporty looking individual, evidently from out of town, comes in here and wants 'the best cigar in the shop.' He means the most expensive, of course, and the five dollar cigar is shown to him. This is the way we get rid of most of them. Of course, they are worth five dollars, if you don't care for expense.

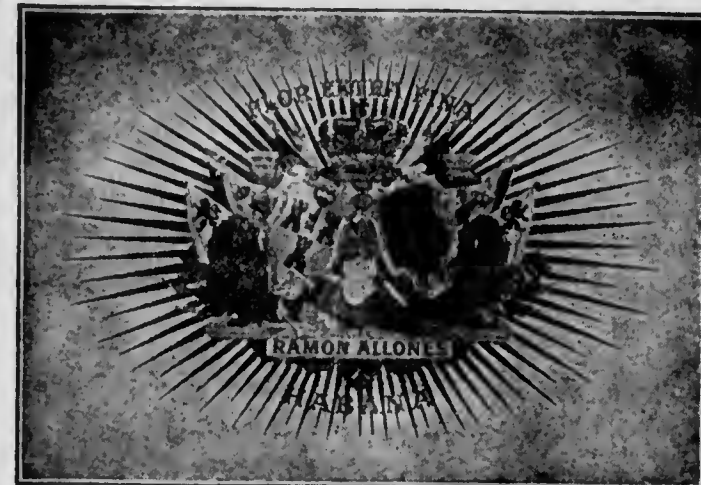
They are all Havana, including the wrapper. This is what makes them cost so much. The cigars are five times as large as the ordinary ones, and it is extremely difficult to get a leaf of Havana large enough for a wrapper. In 1,000 'hands' of tobacco we won't find one leaf of the requisite size and quality.

The names of these envoys, worthy of memory by the smoker, were Roderigo de Jerez and Louis de Torres the latter a Christianized Jew of special proficiency in Arabic and Hebrew. Six days were allowed these two worthies in which to accomplish their mission, but after penetrating inland for some twelve leagues and stopping at a village of a thousand inhabitants they rejoined Columbus on Nov. 6, 1492, and recounted the several wonders which had fallen under their notice.

It was on their way back to the Spanish caravels, accompanied by three natives, that they first saw smoking practiced. Several of the aborigines were making use of dried tobacco leaves, which they formed into a long roll, lighted and put in their mouths, swallowing and puffing out the smoke. These primitive and gigantic cigars the natives called tabacos, a name since transferred from its original application to the plant.

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the
 Royal House of Spain.



This Factory Being Independent is Enabled
 to Guarantee the Quality of its Products.

CIGARS



Factory, Galiano 98,
 Havana, Cuba.



NATIONAL CUBA CO.
 Sole Representative of the
 United States and Canada,
 147 Water St., New York.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from
 foreign points during the week
 ending March 26, 1904.

Liverpool—Zimmerman & Forsyth, 4
 cases tobacco.

Havana—Gillespie Bros. & Co., 15
 cases tobacco.

Porto Rico—Rojas, Perez & Co., 1 case
 tobacco; W. I. Cigar Co., 13 cases cigars;

26 bales tobacco; N. Y. & P. R. R. S. S.
 Co., 60 do.; A. M. Seixas, 5 do.; G.

Preston, 5 cases cigars; Order, 1 box ci-
 gars; Order, 5 cases do.; A. S. Lascelles

& Co., 2 do.; DeFord & Co., 10 do.; A.
 W. I. T. Co., 21 do.; M. Rucabado, 19

do., 29 bales tobacco; G. W. Sheldon &
 Co., 31 cases cigars, 80 bales tobacco, 7

cases leaf tobacco; Cadiz Cigar Co., 20
 bales tobacco; C. Menendez, 4 cases ci-

gars, 25 bales tobacco; Victor Malga &
 Co., 5 cases cigars; Cuban & Pan Amer-

ican Express Co., 1 do.; S. Heyman &
 Co., 2 do.; Durlach Bros., 7 do.; Amer-

ican Tobacco Co., 18 do.; Rojas, Perez
 & Co., 5 do.

HAVANA TOBACCO.

Str. Mexico, arrived March 23:
 (2,625 bales, 43 bbls.)

Hamburger Bros. & Co., 456 bales

E. Pascual & Co., 400 "

James E. Ward & Co., 341 "

F. Miranda & Co., 314 "

Sartorius & Co., 198 "

A. Pazos & Co., 170 "

S. Ruppert, 169 "

Mendelsohn, Bornemann & Co., 110 "

American Cigar Co., 76 "

HAVANA CIGARS.

Str. Mexico, arrived March 23:

(306 cases.)

James E. Ward & Co., 229 cases

Havana Tobacco Co., 24 "

Park & Tilford, 21 "

Order, 9 "

Calixto Lopez & Co., 9 "

C. D. Stone, 5 "

J. L. Spence, 2 "

A. E. Outerbridge & Co., 1 case

W. O. Smith & Co., 1 "

G. Amsinck & Co., 1 "

Masters & Co., 1 "

Strong, Sturges & Co., 1 "

Simon Batt & Co., 1 "

J. F. Berdes, Jr., 1 "

HAVANA CIGARETTES.

Str. Mexico, arrived March 23:

(20 bbls.)

Trinidad S. & T. Co., 20 bbls.

Connecticut Valley's Tobacco Crop.

Very nearly a flat failure is the way the
 tobacco crop of the Connecticut Valley

of 1903 is characterized by those who
 have had a chance to see the tobacco in

all its stages.

The year will be put down among
 those which have been disastrous to the

interest of the grower. Not one crop in
 500 has been found good, and these

crops are only good, it is said, by com-
 parison with the bulk of tobacco raised

this year. More tobacco has been sold
 in the Connecticut valley this year, it is

claimed, for 11 cents a pound and less
 than at any other price. Crop after crop

has been sold as low as three cents a
 pound.

In a good year prices have ranged
 from 15 to 25 cents, with 18 cents for a

fair average price. The result is not a
 few of the farmers in the valley, it is

believed, will have to mortgage their
 farms, in order to obtain money with

which to buy fertilizers to raise this year's
 crop.

Even the best of tobacco farms in the
 valley yielded poor crops last year. In

fact, the first class tobacco land, under
 last year's climatic conditions, was at a

disadvantage as compared with what has
 always been considered the poorer land.

With the excessive amount of cold and
 rainy weather, the light soil on which the

tobacco usually thrives failed to hold the
 fertilizer and furnish the proper nourish-

ment for the plants.

The so-called poorer land developed
 the best tobacco crop. The heavy soil,

which ordinarily grows the rank tobacco,
 was just what was needed, giving the

tobacco a chance to grow. The meadow
 land at the Deerfields was well suited to

the crop, and where it had not been
 abandoned for the lighter land, he made

some money from his 1903 crop.

New Factories in Tampa.

A new cigar factory is being started in
 West Tampa by Horatio Alfonso, with a

force of about thirty cigarmakers. The
 brand name will be "La Yulia."

In Ybor City, C. Garcia & Co. will also
 open a new cigar factory this week,

under the business management of Jose
 Fernandez. The factory will be located

at Fifteenth street and Eighth avenue.

R. K. Schnader & Sons
 PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

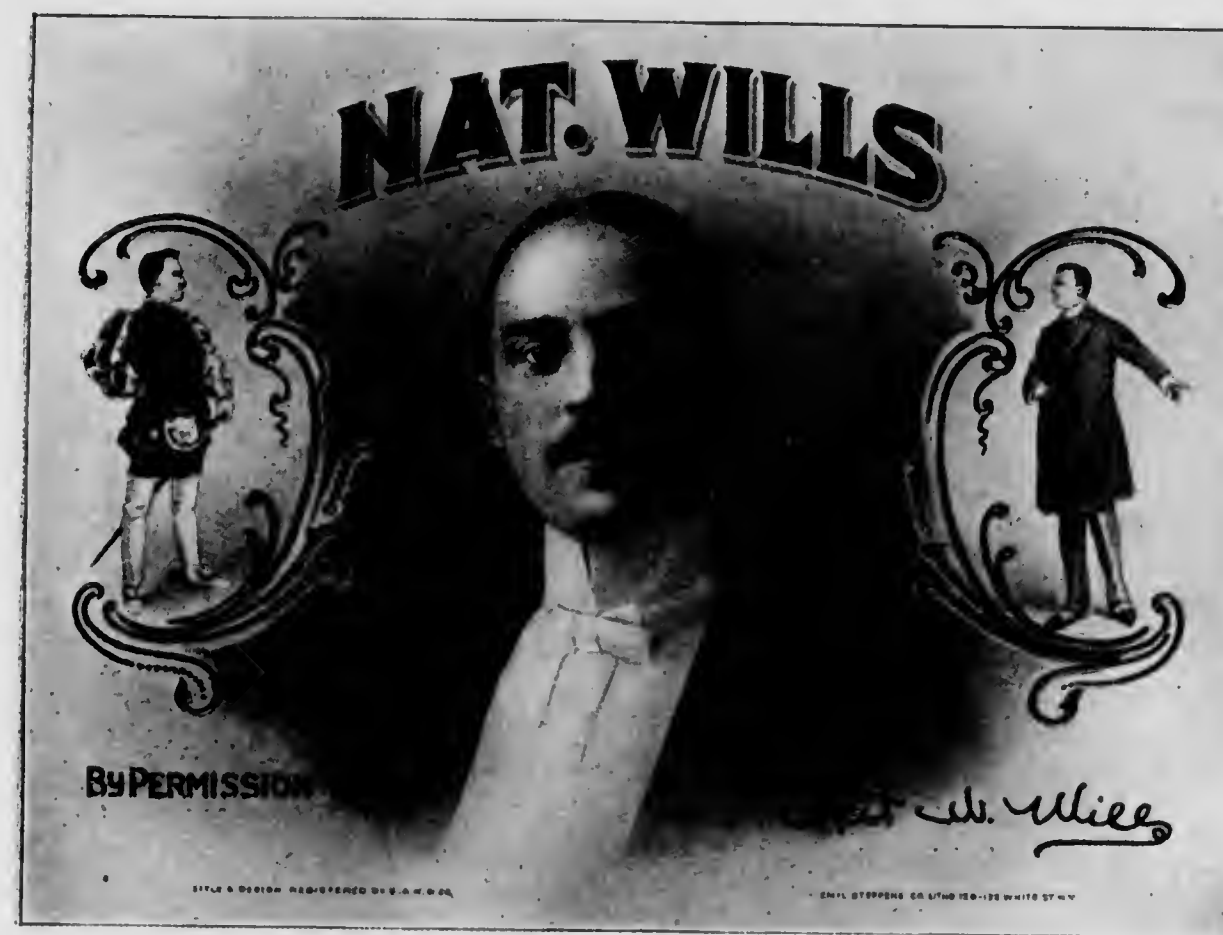
For Genuine Sawed Cedar Cigar Boxes, go to
 L. J. Sellers & Son,

Established 1880.
 KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
 THE TOBACCO WORLD

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.
 Monte 199. Cable, "Andamira."

The Nat Wills Cigar.

Made by George A. Kohler & Co., York, Pa.



George A. Kohler & Co., of York, Pa.,
 have recently put on the market a new

brand of cigars under the name of "Nat
 Wills." A half-tone reproduction of the

label is herewith shown. The Kohler
 factory is now one of the best-known in

York county, and enjoys an extensive
 trade all over the United States. Two

factories are operated by them, the prin-
 cipal one being located in the city of

York, and the other one in Yoe, some
 miles distant. The firm's seed and

Havana goods are made at the York
 factory, while the Yoe factory is used for

the production of an intermediate grade
 of goods.

In producing the Nat Wills cigar it has
 been the object of the manufacturers to

place with the trade a product of quality
 and attractiveness combined. The very

fact that, in so short a period of time as
 has elapsed since the introduction of this

brand, it has been successfully placed
 among jobbers in New York State, in

Pennsylvania, in some of the Southern
 States, and along the Pacific Coast, is an

evidence of the full appreciation by the

trade that the product is fully up to the
 standard claimed for it.

These goods are made up at present
 in four different sizes, contain Havana

fillers and Sumatra wrappers, and are
 sold to the retail trade at \$35 per M.

The name, Nat Wills, is certainly well
 known to every theatre-goer, and to

many others as well, and will be readily
 recognized by the average consumer of

five-cent cigars.

The label is in itself an attractive piece
 of work, beautified by the full comple-

ment of trimmings, all specially designed
 for this package, and presenting an ap-

pearance sufficiently handsome to whet
 the appetite of a connoisseur. These

goods are packed principally in 10's and
 20's. The reproduction herewith shown

is so clear and full that little more need
 be said regarding the label.

There is reason to believe that this
 brand will rapidly become a strong trade

leader with enterprising dealers, and
 jobbers are invited to open correspond-

ence with the manufacturers regarding
 any further information desired.

Paralysis or Sudden Death.

In Birmingham there is a facetious
 tobaccoist who evidently realizes the

value of advertising by means of an odd
 and striking sign. In front of his place

of business is the following bulletin:

Pipes to hit,

Tobacco to burn,

Cigars to light,

Cigarettes to kill,

At prices that will paralyze you.

The sign attracts considerable attention,
 and people who have the fad for collect-

ing such things pause to copy it.—Lon-
 don Advertising World.

Changes in Cleveland.

We are advised by Mr. Chas. Semon
 of Cleveland, Ohio, that he admitted his

two sons, Messrs. Frank R. and Paul O.
 Semon, to an interest in his business

which will be continued under the firm
 name of Chas. Semon & Sons, and that

on April 1, the business will be trans-
 ferred from the present location at 282-

284 Seneca street, to 145 Water street.

This house is one of the oldest as well
 as one of the most successful in Cleve-

land, having been established in 1869,
 during which time Mr. Semon has been

an extensive packer and dealer in leaf
 tobacco.

Choice of the Market



5¢

Manufactured by

JOHN J. ESHELMAN
 READING, PA.

MARTIN SLABACH,
 DENVER, PA.

Manufacturer of
 High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)



E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF **PHILADELPHIA**



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER,
OSCAR G. BOEHM.

Importers, Packers and Dealers in

L. G. Haevssermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.

J. L. & M. F. GREENE,

PACKING HOUSES:
Janesville,
Milton,
Albany, } Wis.



LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars



Leaders
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---**HABANA, CUBA.**

Cable—ROTISTA.

NEPTUNO 170--174.

Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

WHAT HAVANA TOBACCO MEN ARE DOING

Transactions Restricted by the Scarcity of Some Grades—Better Prices for the
Older Crops Anticipated—Trade Reports from Manufacturers and Dealers.

HAVANA, March 21, 1904.

There has been only a moderate falling off in the number of bales traded in, and transactions might have been larger if it had not been for the scarcity of certain grades which is now beginning to be felt, and has thus restricted the execution of orders. The stocks of the 1903 crop of Vuelta Abajo and Partido are running very low; a number of houses have sold out entirely and the few holders of these growths are asking higher figures, as they feel convinced that, owing to the heavy quality in general and the lateness of the 1904 crop (before same would be fit to be worked by the manufacturers), their goods will all be wanted yet. The supplies of first and second capadras Remedios 1903 crop are not abundant, and owing to the absence of 1902 and the small stocks of the 1901 growth the dealers also feel confident that they will be able to dispose of them at better figures than are now ruling. Vuelta Abajo of the 1902 crop is still held in moderate quantities, and is beginning to be inquired for with more desire to operate in. Several parcels of the new Vuelta Abajo and Partido growths have come to market already, mostly of the so-called "Libra de Pie" varieties from the Remates section. While this tobacco shows all the characteristics of the ground leaves, yellow colors predominating, it has nevertheless been turned over to manufacturers here at fairly remunerative prices to the farmers. It is stated that already one enterprising house has shipped a small lot to Germany. Possibly it may find acceptance, as generally the first new arrivals of a coming crop are bought for novelty's sake, although the danger of shipping tobacco in a fresh and uncured state is certainly very great, as the tobacco is liable either to rot or to arrive in a badly dried condition. Experienced shippers discourage all such experiments as constituting gambling operations. In the country (Partido section) some escojidas are commencing to-day and others will follow about the beginning of April; still this only holds good for such packers or farmers who had enough of the temprano cut tobacco dried off and were enabled to throw it into piles undergoing the first sweat since last month. If nothing intervenes to stop the escojidas from working, this tobacco may be workable by the manufacturers in May, so far as the light wrappers are concerned, al-

though the quantity will be very limited for a while. In the Vuelta Abajo the dry weather is retarding operations more or less, although a few packers may open next month. The bulk of the crop very likely will not be started before the month of May. As usual, Remedios are very backward, and as the capadras are still growing in the fields, nobody yet talks about packing. The new method of tearing off the matured leaves singly and stringing them separately, as employed by the shade growers, evidently is a success, as the leaves are drying quicker and the colors come out more evenly than by the old method of cutting the trunk of the plant, and leaving a part of it with each set of leaves. Whether the shade grown tobacco is really a success and will be the chief method of culture of the nicotine weed in the future history of Cuba is still doubted by some, but the improvement of harvesting each leaf singly when perfectly ripe is surely a big step in advance, and ought to be practiced by all farmers. The latter are only too slow in adapting themselves to the ways of progress, and often enough have not the means to pay the extra expense of additional help. By the old method the trunks when cut had some leaves that were over-ripe, others not ripe at all and only a few that were in perfect condition, thus for the sake of getting the latter the two former were only a detriment to the crop. However, with time, the culture of the tobacco plant is bound to be improved in quantity as well as quality.

Sales amounted to 5300 bales in all, or 3200 bales of Vuelta Abajo, 900 Partido and 1200 Remedios. The United States buyers provided themselves with 2800 bales, local manufacturers 2400, and 100 bales were purchased for Europe.

BUYERS COME AND GO.

Arrivals:—Ramon Lozano, of Tampa, Fla.; E. Boasberg, of Keiser & Boasberg, Buffalo, N. Y.; Nicolas Gonzalez, of Gonzalez, Mora & Co., Tampa and Chicago; A. J. Haya, of Sanchez & Haya, Tampa and New York; Leopold Loeb, of Leopold Loeb & Co., Philadelphia, and President of the Loeb-Nunez Havana Co., Havana; J. A. Kugelmann and A. Meyer, of J. Kugelmann & Co., Hamburg.

Departures:—Gustav Salomon and Sol G. Salomon for Vera Cruz, Mexico; S. Rupp, J. Lichtenstein, Sol Hamburger, David del Monte and Stephen G. Ruth

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I. HAVANA, CUBA

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZAIDCO

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Habana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

for New York; E. Boasberg for Buffalo,
N. Y.

HAVANA CIGAR MANUFACTURERS
are in receipt of good orders from the
United States, as well as England, with
also a fair call from the South Amer-
ican republics.

H. Upmann & Co. keep at the head
of the busy factories. "Sol" follows
with plenty of orders from the United
States, London and South America.
Ramon Allones is working steadily and
increasing its output. Enrique Dorado
& Co., of "El Rico Habano," are com-
ing to the front more and more. Romeo
y Julieta is handicapped in not having
a larger building, and Rodriguez Ar-
guelles & Co. are thinking seriously of
constructing a factory large enough to
suit their increasing business; "El Crep-
usculo," of Rocha & Co. is still rushed
with orders; Rodriguez Bautista Hnos.,
of the A. Fernandez Garcia factory, are
well pleased with the business they are
doing at this season of the year, when
generally orders are falling off some-
what.

BUYING, SELLING AND OTHER
NOTES OF INTEREST.

Antonio Suarez sold out all of his
1903 crop holdings of Vuelta Abajo,
amounting to 650 bales.

S. Ruppin was a heavy buyer, secur-
ing nearly 1000 bales of Vuelta Abajo,
Partido and Remedios.

Bruno Diaz & Co. disposed of 400
bales of Vuelta Abajo and Remedios.
Julius Lichtenstein purchased 700
bales additional of all kinds of leaf.

Sobrinos de A. Gonzalez closed out 300
bales of Vuelta Abajo and Remedios.

Sol Hamburger has taken in all 900
bales of Vueltas, Partidas and Remedios
to replenish the stocks of his firm—
Hamburger Bros. & Co. Being a very
careful buyer, selecting only the goods
that his trade calls for, he is bound to
make a quick turn over.

Suarez Hnos. reduced their stocks by
300 bales of Vuelta Abajo.

E. Boasberg did not tarry long in the
city of Havana, but he had time enough
to find between 500 and 600 bales of
the right kind of leaf for his firm—
Keiser & Boasberg, Buffalo, N. Y.

J. F. Rocha sold 200 bales of Vuelta
Abajo.

Walter Himml was busy buying goods
for his customers.

Jose Menendez cleared out 200 bales
of his Partido holdings.

A. Pazos & Co. shipped 170 bales of
Vuelta Abajo to their friends in the
United States.

Rabell, Costa & Co. disposed of 200
bales of Vuelta Abajo.

Bruno Diaz & Co. have started to-
day two of their escogidas in Alquizar,
where they will pack about 2000 bales
of the nine different vegas that they own
and control in the famous Tumbadero
district. Last year they had four pack-
ings going, two in Alquizar, one in San

Antonio de los Banos, and one in San-
tiago de las Vegas. If the class of to-
bacco and prices are right they may
pack from 500 to 10,000 bales this year
in the Partido region, and how many
more in the Vuelta Abajo remains to be
seen later on. They are advocates of the
shade grown tobacco as being the
future policy of the farmers in Cuba,
although not every piece of ground will
be suitable, and good judgment has to
be used in selecting the right kind of
soil.

A. M. Calzada & Co. sold 200 bales
of Vuelta Abajo.

Antonio Suarez has an escogida start-
ed in "La Esperanza," Vuelta Abajo,
although, he says, the weather is still
unfavorable for work.

Grau, Planas & Co. sold 100 bales of
Remedios.

Jose Menendez will start his packings
in "La Salud" and in "El Caimito" upon
April 1.

Sobrinos de V. Diaz turned over 150
bales of Partido to a Tampa factory.

Muniz Hnos & Co. have been receiving
some new Remates, "Libra de pie," and
sold them as soon as received.

Loeb-Nunez Havana Co. have disposed
of 100 bales of their old Remedios hold-
ings, and are in treaty upon some larger
lots. Leopold Loeb, the president, is
now here, to be on the spot and deter-
mine the policy to be pursued in regard
to their packings this year in the Vuelta
Abajo, Partido and Remedios sections.

Receipts of Tobacco from the Country.

	Week Ending Mar. 19.	Since Jan. 1.
Bales	Bales	Bales
Vuelta Abajo	737	2,845
Semi Vuelta	—	199
Partido	31	2,020
Matanzas	21	90
S. Clara & Remedios	590	4,884
Santiago de Cuba	—	242
Total	1,279	10,280

At the National Capital.

Washington, D.C., Mar. 29, '04.
SMOKERS' ARTICLES.

In the case of Steinhart vs. United
States, regarding an importation of some
smokers' articles, the Treasury Depart-
ment is advised that an appeal will be
taken against the decision recently
awarded in the Circuit Court of the
Southern District of New York State,
and in which the decision was as follows:

The collector assessed, among other
things, (1) smokers' tables, having affix-
ed thereto at the top a wooden jar, brass
cup, ash tray and cigar cutter; (2) an or-
namental miniature wooden automobile
for the used of smokers under paragraph
459, tariff act of July 24, 1897, which im-
poses a duty of 60 per cent. ad valorem
upon "pipes and smokers' articles
* * * and all smokers' articles whatso-
ever." The importers claim the articles
were dutiable under paragraph 208.
(Concluded on page 22.)

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama

Cable: Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING.
Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10.
HAVANA.

JOHN W. MERRIAM & CO.

MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKaib, Bull Dog, Henry Irving, Roycroft Segars

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.

Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York.

Adolfo Moeller & Co.

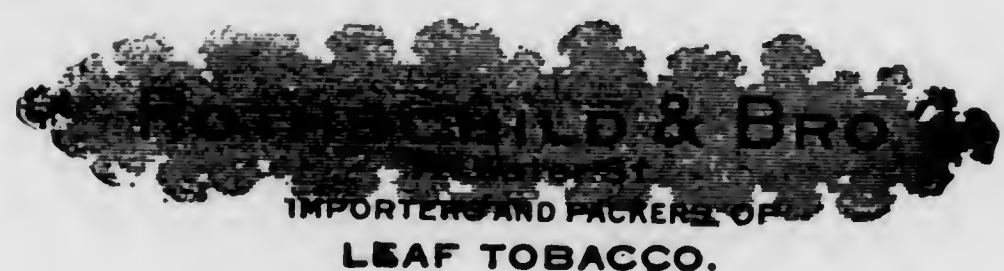
Importers of Havana Tobacco

No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:
 La Flor de Henry Clay La Carolina La Africana
 La Espanola La Flor de Ynciao Manuel Garcia Alonso
 La Corona La Vencedora La Antiguada
 La Flor de Naves El Agulla de Oro La Comercial
 La Flor de Cuba La Intimidad La Flor de Muriel
 La Meridiana La Rosa de Santiago La Rosa Aromatica
 A. de Villar y Villar Estrella J. S. Muriel y Ca.
 H. de Cabanas y Carbal.

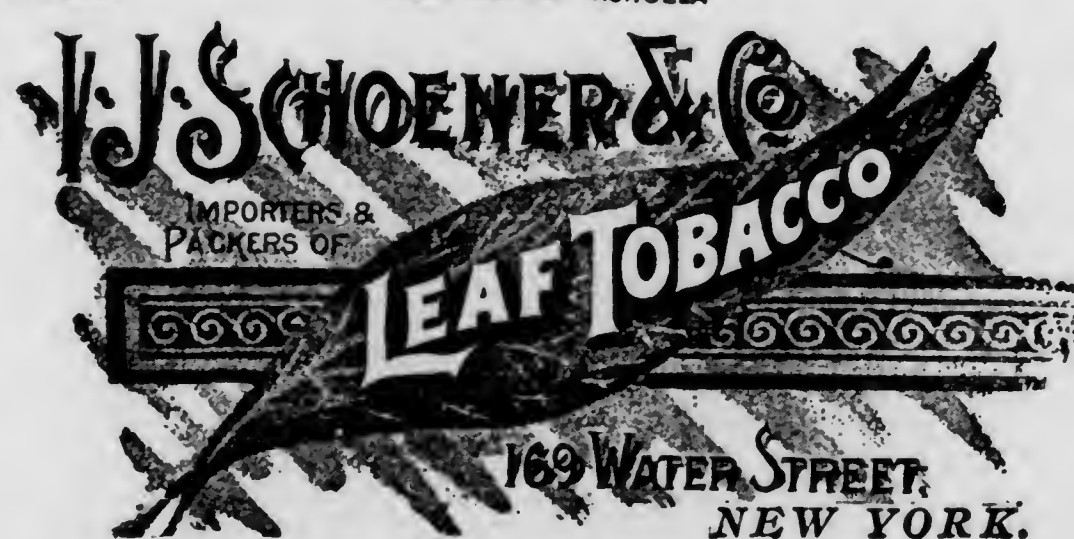


OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

44 SCHUENBER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE, NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco
No. 138 Water Street, New York

Established 1840.

Cable "Margit."

Hinsdale Smith & Co.

Importers of Sumatra & Havana
and Packers of Connecticut Leaf

Tobacco
125 Maiden Lane, NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCO,
No. 175 Water Street,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN T. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street, NEW YORK.
Telephone, 4027 John.

HAMBURGER, BROS. & CO.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA
and Packers of **LEAF TOBACCO**
197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



ASSOCIATION MEETINGS.

The regular semi-monthly meeting of the Retail Cigar and Tobacco Dealers' Association of New York was held last Tuesday evening at the association's rooms, 705 Third avenue, at which time only routine business was transacted. Owing to the absence of Mr. Robert E. Lane a motion, which was pending for the increase in the directorate, notice of which was given at the previous meeting, did not come up. President T. J. Donigan occupied the chair, and received a report from the committee appointed to agitate against the possible sale of cigars and tobacco at the subway stations, which was that of progress. Mr. Donigan in a neat address urged retailers in general to take even greater interest in the Association if possible than they had in the past. Those present were also advised by the chairman that there was every prospect of soon having a private brand of tobacco ready for the market. A new advisory committee, it was resolved, should be appointed and the old one discharged.

A meeting of the Brooklyn branch of the Retail Cigar and Tobacco Dealers' Association was held on Thursday evening at Arcanum Hall in Brooklyn which was attended by Messrs. Lane, Freeman and Geyer of the Manhattan Branch, and some very stirring remarks were made. Mr. Freeman declared that the retailers were still too apathetic and said that he believed the worst enemy of the independent retailers was the coupon, and that it was the coupon that brought customers to the combination stores.

Mr. Geyer, of New York, also addressed the meeting briefly, but very pointedly and said (with evident feeling of sincerity) that to be in the retail tobacco trade today was a credit while quite the opposite was the case a few years ago because in the cigar store of that time and the present time there was a vast difference. A vote of thanks was extended to the New York visitors and the meeting was adjourned.

SOL HAMBURGER MUCH PLEASED
Sol Hamburger, of Hamburger Bros. & Co., importers of Havana leaf tobacco, has recently returned from a visit to Cuba, where he bought in the neighborhood of 1,000 bales of tobacco for his firm and more than half of which has already arrived in New York. Mr. Hamburger expresses himself as highly pleased with the conditions of their trade and the growth of their business which has been experienced during the last six months. Of the tobacco just bought a large portion of it consists of old Capadurias in first and second sizes.

Uncle Sol Hoffheimer, the firm's veteran traveling representative, is confident of finding some interesting buyers in Pennsylvania for his new line of Havana with which he will visit the trade in that State in the near future.

REMOVAL OF E. H. GATO CIGAR CO.
The E. H. Gato Cigar Co. will shortly remove their New York headquarters

from 38 Beaver street to 91-93 Wall street. This change was made necessary by the intended demolition of the present building which is to make room for a new and modern skyscraper. The new quarters are being thoroughly equipped with up-to-date conveniences and are extremely commodious and well lighted.

THE ROTTERDAM INSCRIPTION.
The first of the season's inscriptions in Rotterdam was held on the 25th inst., at which time about 2,000 bales of Sumatra were purchased for American trade.

E. Rosenwald & Bro. secured 700 bales of the Arnhemia Deli.
H. Duys & Co. report the purchase of 750 bales R D M | Deli | and D P M | Deli |

A. Cohn & Co. were also among the successful bidders, having secured some of the following marks: Pvd A | H and Pvd A | K.

DEATH OF A. G. GUTHRIE.
Arthur G. Guthrie, head of the leaf tobacco firm of Guthrie & Co., 225 Front street, died at St. Catherine's Hospital after an illness of several weeks during which time he was suffering from a serious complication of liver troubles. The funeral was held on Friday last which was attended by a large number of friends both in and out of the trade.

MORRIS LEVY DEAD.
Morris Levy, of M. Levy & Bro., 155 Water street, died during the early part of last week. It is stated that Mr. Levy had contracted a severe cold while buying tobacco in the Connecticut Valley some weeks ago, which developed into grip and subsequently into pleuro-pneumonia, although about a week before his death he was believed to be out of danger. He was taken with a sudden relapse which culminated in his death.

JOE MENDELSON RETURNS.
Joseph Mendelson, senior member of the Havana importing firm of Mendelson, Bornemann & Co., has just returned from a somewhat extended business trip. After visiting the firm's warehouse in Cuba he returned to the States via New Orleans, St. Louis, Chicago and other western points, during which time it is reported he did a very satisfactory volume of business for his firm and that he found conditions in Havana entirely to his liking.

AGAIN FILLING ORDERS.
S. Monday & Sons, of 258-262 Wythe avenue, Brooklyn, have issued a circular to the trade stating that, by the aid of their New York City factory and the temporary factory in Brooklyn, they were

able to again fill all orders for their Hunter little cigars, ten cent size, and Monday's Best Scrap. Within another week they expect to be in a position to fill orders for High Arch, ten cent (tin box), Three Pals, High Arch, ten for fifteen cents, and the new brand of Beacon Light cigars, twelve for fifteen cents, the last named of which they are just placing on the market.

DEAL DECLARED OFF.
The A. H. Hillman Co., at 94 Park Row have declared off the special deal under which they had been operating for some months past of the distribution as a bonus Allen's Diplomatics and Brevas.

The method of operation was to redeem certain certificates packed in nearly all cigarettes, smoking and plug tobaccos sold by them with the above named cigars, giving 25 perfectos for 18 certificates and 50 brevas for 35 certificates. The proposition, it is said, grew so rapidly that an immense quantity of the Allen cigars were disposed of in that way. One of the firm remarked that they had been even more successful than their sanguine expectations at the beginning, and although they distributed 160,000 cigars in that manner they found there was some price cutting going on which was distasteful to them and the special deal was, therefore, declared off, but all outstanding certificates will be redeemed.

IN HONOR OF HIS BIRTHDAY.
John J. Schlange, the St. Louis leaf tobacco dealer, who has been spending some weeks in the metropolis, left for his home on Saturday last. A luncheon was given Mr. Schlange on Wednesday of last week by several of his many friends here, it being the anniversary of his birthday.

THE CIGAR RIBBON CRAZE.
"Our customers are constantly asking us for cigar ribbons to take home to their wives and children," said a Park Row dealer. "Sometimes children come into the store and ask for them. They are worked up into sofa cushions and things of that sort. A year or two ago a cushion of cigar ribbons, woven for a popular actress who gave her name to a certain brand of cigars, cost \$30 for the needlework expended on it. One firm alone in New York manufactures \$50,000 worth of cigar ribbons every year. Before the Spanish war we got a superabundance of red and yellow, the Spanish national colors. Since the war we are receiving a liberal assortment of red, white and blue." At the Flat Iron Store a specialty is made of cigar ribbons manufactured by the Wm. Wicke Ribbon Co., one of the largest manufacturers of cigar ribbons in the country. The ribbons are made up in a variety of pretty designs and colors.

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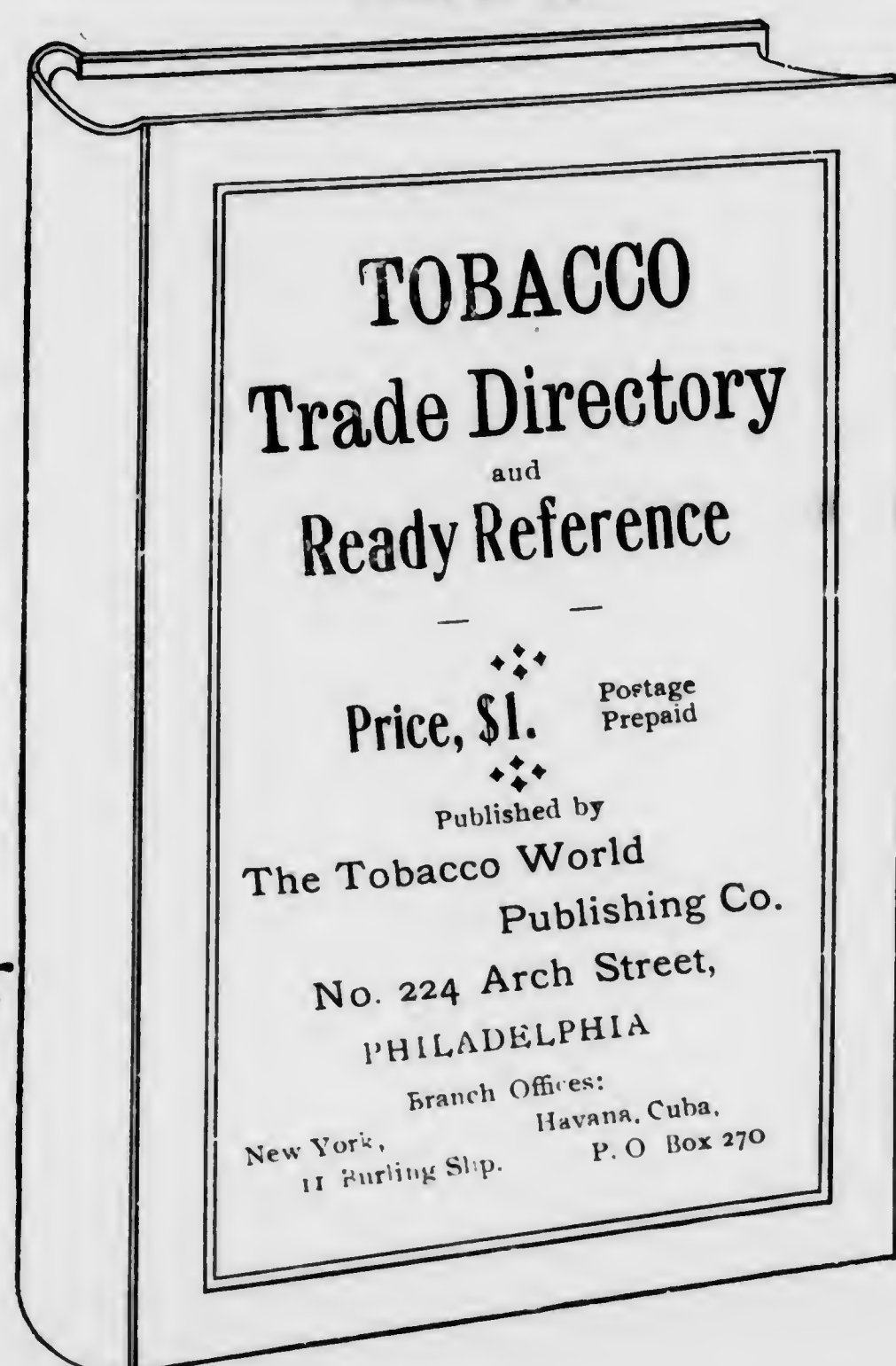
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THE ONLY REASONABLE, JUST and EQUITABLE PRICE For This Tobacco Trade Directory

Is \$1.00, Postage Prepaid.
THIS IS IT.



Every
Manufacturer
Needs It.



Invaluable
to the
Hustling Jobber.

IT CONTAINS A COMPREHENSIVE LIST OF

The Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners, Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of *The Principal Wholesale Houses.*

It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

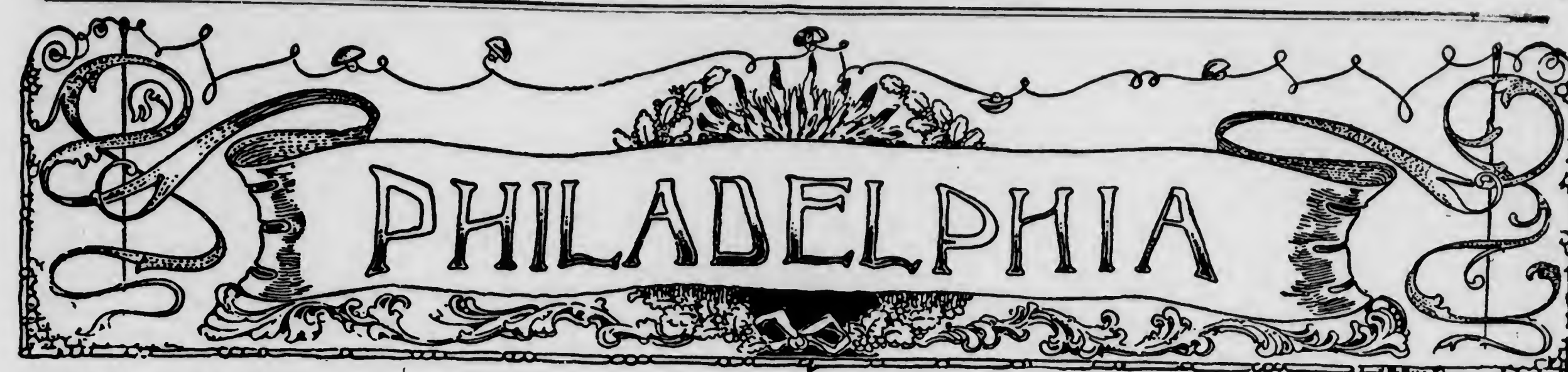
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THE RETAILERS' MEETING.

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia was held at Association Hall, 1305 Arch street, Thursday evening last, March 24, which was the best attended and by far the most enthusiastic gathering that the association has so far had at any of its regular meetings. Considerable practical work was done and at its close President Tuck sent a message to the six Congressmen urging their support toward the passage of the Otjen-Tawney Anti Coupon Bill now before Congress.

The meeting was called for the purpose of deciding whether the retail dealers desire the maintenance of an organization of its kind or whether it was to die by inanition. It was clear, however, by the enthusiasm and renewed interest taken by all present that it was the desire to continue the association of the retail cigar and tobacco dealers of this city. Several important resolutions were passed, one of which was to rescind the payment of arrearages of dues. That is to say, that all old members of the association were invited to renew their membership, and are now privileged to cancel any arrearages of dues for the year 1903, payment to be collected from them only from January 1904, and for which purpose a collector was appointed, whose duty it will be to visit every one of the old members for the purpose of carrying out this resolution. It was also decided to hold a regular meeting on the fourth Thursday of each month.

A Committee of Ways and Means was appointed, consisting of R. W. Boch as Chairman with authority to add as many to the committee as he might deem desirable. James I. Hassan was appointed chairman of the membership committee with authority to add to his committee as many as he might desire. F. B. Robertson was appointed a committee of one to secure a hall or meeting place for the regular meetings of the association.

Some humor was injected in the discussions of the meeting by one of the association's oldest members making inquiry of the Chair to define the real objects of the association. This somewhat strange action brought out many broad smiles, and the action was somewhat marvelled at. It is believed by some that it was more significant than it appeared on its surface. President Tuck, however, called the inquirer's attention to the by-laws, which under Article 2, say: "The object of this association shall be a promotion and advancement of the retail cigar and tobacco dealers of Philadelphia and vicinity," and argued that nothing could be more clear and no in-

spiration could be more lofty than was set forth in the by-laws of the association now existing, and also said that the association was not formed for aiding in any way in the tirade which had been long existing against retail cigar dealers who sold goods on Sunday, nor for the purpose of paying their fines and the like, but there had been an attempt to wield the influence and resources of the association to that end.

He further remarked that the all-important and necessary purpose was the strengthening of the association in numbers, and that when that shall have been accomplished there will be found an ample amount of worthy work to be done by the association in the interest of its members; that it would be utterly useless to undertake to define any specific source of actual benefit to any individual member or to the members as a body, and that he was not in favor of crossing a bridge until he came to it, but that he still remained in his original opinion that Philadelphia needs as much, if not more, than any other city, an organization among the retailers, who number no less than 3,000 in the city limits, with an addition of 4,000 establishments where cigars and tobacco are sold, but which could not be properly classified as cigar and tobacco stores. When once an organization was completed with so large a representation, there is no telling what moment matters of legislation of importance might arise which might prove inimical to the retail cigar and tobacco dealers of the city, and which could then be more successfully combatted; and he also thought there should be easily found in this city a sufficiently large number of retailers in whom there was a spirit of enterprise and progressiveness who should welcome with delight the possibility of an association that would not only outnumber similar associations in any other city, but should be a model of its kind.

"It is not impossible," said he, "to accomplish such a thing, but in order that it may be done we must have unanimous and harmonious action. It has seemed to me," he continued, "that there has been strife in our midst, created possibly by some one of an over-zealous disposition, or some individual or individuals who were perhaps shielding some purely selfish motive. A rather stupid inquiry from one of our members, who has been with us from the first, inquiring of me what was the object of this association, I can only regard in the light of evidence of the truthfulness of the assertion I have just made. I do not believe in the taking of an egotistical standpoint by any officer of any association, and unless such a person is willing to continue for the ultimate interest and benefit of the asso-

ciation, that the association is better to be without him."

While these remarks were rather pointed, they were received with applause, which of course stamps them with the approval of those present. "Let me add just another word," Mr. Tuck said, "I want to make myself clear that I am not speaking with the slightest feeling of animosity, but that my only object has been the formation of an association that can be truly called an association, and by association I do not mean an organization of half men, or even in a broader sense a community of interests such as is sometimes created by large financial interests, but an organization in the true sense of the word—to associate, promulgate and exchange views, and to provide, if possible, ways and means for any needed improvements in any direction. It has been intimated to me that the matter of forming a rival organization has been under consideration, and without going beyond the bounds of propriety, I would simply caution you, gentlemen, go slowly, act wisely, and by discretion we shall yet be able to attain that degree of success of which every conscientious member of this association, I am convinced, is hopeful."

EXTENDING PETE DAILEY FAME.

Today the office equipment of T. J. Dunn & Co. is being sent to the firm's New York headquarters, and the premises here will be permanently closed. With deep regret we also announce that this afternoon Mr. Correll, the genial Secretary-Treasurer, takes leave of the Quaker City, only to renew his activities in the New York office. During Mr. C.'s one year stay in Philadelphia he won the admiration of a large number of this city's progressive tradesmen, and speaks most pleasantly of his relations with them. Through valuable jobbing connections made in this city the company feels confident that their goods will be kept to the front, and continue to grow as steadily as in the past.

Through President Werner come advices that the initial shipment of the Pete Dailey to Tillman & Bendall, of San Francisco, has arrived there, and the goods are being rapidly placed all along the Coast.

In the northwestern section of this city the Pete Dailey is being handled by S. T. Banham & Bro., of Manayunk, who have done some very aggressive work with the goods in their territory.

Mr. Correll also informs the writer that during one day's outing last week he was the recipient of orders aggregating 200,000 cigars of various brands made by the company. He also promises to continue to visit the city regularly.

JOHN B. HEIL CO. CLOSE BUSINESS

The John B. Heil Company has closed its business establishment at 154 North Third street permanently. The stock on hand was sold some days ago, in its entirety, to the Theobald & Oppenheimer Co., of this city. The fixtures, etc., were also disposed of to the best possible advantage.

FITZGERALD & FLETCHER BURNED OUT.

The cigar store of Fitzgerald & Fletcher, 43d and Lancaster avenue, was completely gutted by fire this week, and Mr. Thomas Fitzgerald, who had an apartment in the upper portion of the building, together with some other occupants, had a narrow escape from being burned to death. The store is opposite the Traction Company's depot, around which there are always some employees, who fortunately discovered the fire, and by means of ladders, etc., succeeded in arousing the occupants and getting them out of the building. Fitzgerald & Fletcher had at the time a large stock of goods on the premises, including cigars, tobaccos, cigarettes and smokers' articles. It was one of the most popular stores in West Philadelphia, and the firm has been enjoying an extensive trade. In addition to a good volume of retail business they are also doing considerable of a jobbing trade, and are operating a special delivery wagon with which to supply their customers. The firm will undoubtedly resume business as soon as a suitable place can be found to accommodate them while the damaged building is being repaired.

HARRY ETEL SELLS OUT.

H. F. Eitel, at 702 Chestnut street, has sold out his retail store at that place to Messrs. Hancock & Adams for a consideration said to have been in the neighborhood of \$5,000. Mr. Eitel has been enjoying a select patronage in that section, and was believed to be doing a good business, largely in the finer grades of goods. The stand is regarded as a very desirable one.

EASTERN CIGAR BOX MANUFACTURERS' CONVENTION.

In attendance at the fourth annual meeting of the Eastern Cigar Box Manufacturers' Association, held at the Hotel Hanover, Philadelphia, March 15, the following members were present: Henry H. Sheip, Harrison Landis, of the H. H. Sheip Manufacturing Co., Philadelphia; E. H. Delebaugh, Louisville, Ky.; J. W. Strieder, of J. W. Strieder & Co., Boston; L. J. Allen, of D. M. Lea & Co., Richmond, Va.; J. Eifert, of J. & F. Eifert; L. H. Rascover, with Grupe & Gloeck-

If you want a **LEADER**

in Union-Made Cigars,

WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

ner; T. A. Fredericks, with W. E. Uptegrove & Bro., all of New York; Mr. Grammes, of L. F. Grammes & Sons, Allentown; H. S. Souder, Souderton; J. H. Sheip and Asa Vandegrift, of Sheip & Vandegrift, Philadelphia; J. Frank Bowman, Lancaster; H. L. Heiser, Stevens; H. K. Miller, Red Lion; F. A. Keim, G. E. Wisner and Geo. Miller, Lancaster; H. W. Heffener, Allen Kauffman, T. A. Meyers, York; H. E. Bair, Hanover; H. Van Brunt, Jacob Isaacs and others. President H. H. Sheip occupied the chair, and together with Secretary Defebaugh successfully disposed of the business of the convention. The delegates from York, Pa., reported that in their local organization they had secured twenty-three members out of the twenty-five men in the trade in their district. They said they considered the association plan a helpful one and believed it would result in much benefit.

Trade topics of interest to the trade, such as the growing scarcity of box lumber, prices, etc., were discussed. Reports from members showed that at the time of the meeting business was quiet among the box manufacturers—with expectations, however, of its brightening up as spring business conditions improved.

TRADE MARK REGISTER.

Z. N. P. 14,397
For cigars. Registered March 22, 1904, at 9 a. m., by Edward Stein, Wilkesbarre, Pa.

L. Y. 14,398
For cigars. Registered March 22, 1904, at 9 a. m., by Edward Stein, Wilkesbarre, Pa.

FORTY ONE. 14,399
For cigars. Registered March 22, 1904, at 9 a. m., by Edward Stein, Wilkesbarre, Pa.

C. A. KASE'S RAT TAIL ESPECIAL SMOKE. 14,400
For cigars. Registered March 24, 1904, at 9 a. m., by C. A. Kase, Wheeling, West Va.

SPORTY QUEEN. 14,401
For cigars. Registered March 25, 1904, at 9 a. m., by F. B. Shindler, Red Lion, Pa.

MEDIUM TOM. 14,402
For cigars. Registered March 25, 1904, at 9 a. m., by Moore & Lanning, Richland Station, Pa.

QUINCY ADAMS SAWYER. 14,403
For cigars. Registered March 26, 1904, at 9 a. m., by John G. Mumma, Lititz, Pa.

TEMPLE PERFECTO. 14,404
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 29, 1904, at 9 a. m., by Bruade & Baum, Philadelphia, Pa.

REJECTIONS.

Du Barry, Long Tom, Little Tom, Baby, Penn Square, Streak of Luck, Saxonie.

Tawney Bill in Danger.

Ways and Means Committee Take Adverse Action.

Washington, March 30.—The House Committee on Ways and Means today by a vote of four to eight took adverse action on the Tawney bill, prohibiting the inclusion of coupons in packages of tobacco. Those who voted in favor of the bill were Representatives Tawney, Boutell, Swanson and Clark. Those who opposed it were Representatives Payne, Dalzell, Grosvenor, Watson, McCall, Babcock, Curtis, and Robertson.

Moguls and Trophies in Cincinnati.

Circulars at Cincinnati announce that the American Tobacco Co. is making a special allowance, beginning March 14, of 25 cents a thousand on all orders for Moguls or Turkish Trophies purchased direct, provided that with each 1,000 Moguls or Trophies an order is also given for 500 Royal Bengal little cigars.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE AT A BARGAIN.—Second hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-1f

"SOLLIDAY'S BRANDETTE" for cigar manufacturers, and 1001 cigar advertising novelties and specialties, cigar pouches and caps; cigar manufacturers' stationery and printing. Write for particulars today.

Solliday Nov. Advertising Works, KNOX, IND. 3-30-1m

FOR SALE.—A well established Cigar Factory of 30 years in a town of 8,000 inhabitants in Central Penna. Good trade and a fine business for the right party. Reason for selling, poor health. Address ANXIOUS, care of Box 145, Tobacco World, Philadelphia. 3-16-3t

WANTED.—A good reliable and experienced Cigar Salesman by a factory making a fine line of goods. Salary and expenses. None but first class need apply. Address with reference H, care of Box 145, Tobacco World, Phila. 3-16-3

FOR RENT.—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Conveniences. Apply to 3-30-4 H. W. HEFFNER, York, Pa.

WANTED.—Fifty Thousand Good Cigars per month; Cash with order. Submit prices, etc. C. HANAHANN, Romeo, Mich. 3-23-2.

Progress at the Victor Thorsch Factory.

A very substantial progress is being made at the cigar factory of the Victor Thorsch Company in Allentown. Immense strides are being made on the Bachelor brand since it has been turned into a nickel product going to the retail trade at \$35 per thousand.

In Philadelphia the distributing agency has been placed with H. D. Narrigan & Co. and the trade is being worked by

window displays, hangers and other forms of advertising matter.

T. Rosenbaum & Co., of Boston, have been given the exclusive control for the New England States and a gratis deal of 100 Little Bachelor cigars with every 1,000 Bachelors is given, but for a limited time only.

James Maguire has taken the cigar store of Joseph Zimmerman in Riverside, Cal.



Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.



Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request.

P. O. Box 96.



H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'rs
Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

WE CAN
SAVE YOU MONEY
The Sternberg
M'fg Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

UNITED CIGAR
Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK



ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

AT THE NATIONAL CAPITAL.
(Concluded from page 11.)

which imposes a duty of 35 per cent. ad valorem upon "house or cabinet furniture of wood, wholly or partly finished, and manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this Act." It is asserted that the correct criterion to determine the classification depends upon whether the articles in question are ejusden generis with pipes, pipe bowls and other smokers' articles, to which specific allusion is made in paragraph 459. In view of the broad language employed in the paragraph under consideration, I quite agree with the Board of General Appraisers that the doctrine of ejusden generis is not applicable. It is difficult to conceive of any other reasonable construction than that the articles are specifically included in the term "all smokers' articles whatsoever." Although these articles may with propriety be termed ornamental, nevertheless their common use, and the extent to which they are generally used—facts readily discoverable on inspection—are the test of classification. The imported articles are chiefly used for the convenience of smokers, and hence properly assessed as smokers' articles.

Decision of the Board of General Appraisers is affirmed.

Contention was based on the fact that some of the articles invoiced in this importation were not intended as smokers' articles, but for general household use. This decision would seem to indicate that a mixed invoice of smokers' articles and other articles will be assessed at the full rate of 60 per cent. ad valorem, while articles for general use separately invoiced will be assessed at the lower rate of duty, viz., 35 per cent., which is applicable to household furniture, etc.

FLOYD STILL HOPEFUL.

Marcus L. Floyd, a former tobacco expert of the Department of Agriculture, now connected with the International Tobacco Company, at Tariffville, was here last week on a visit to the Secretary of Agriculture, but owing to the absence of the secretary in the South Mr. Floyd was unable to see him, and left for home on Monday, intending to return again in a short time.

Speaking of the shade-grown tobacco outlook in Connecticut, Mr. Floyd expressed himself as still hopeful that the experiment will be a success. Growers of this kind of tobacco have had many obstacles to contend with during the past three years, according to Mr. Floyd, the opposition of the Sumatra exporters being the greatest. The importers have taken every method of discouraging the purchase of Connecticut shade-grown Sumatra by the dealers, because its success largely cut into the profits of the importers. Nevertheless, that which is put on the market and used is found to give general satisfaction, and although there may be more acres grown during the coming season than last season, the growers are not discouraged and will continue until the business is firmly established.

TOBACCO FOR THE NAVY.

The Bureau of Supplies and Accounts

of the Navy Department on the 23d inst. opened bids for the supply of 300,000 pounds of plug tobacco for the Navy, to which the following were the bidders and their proposals:

American Tobacco Co., 111 Fifth avenue, New York—No. 1, \$124,000; No. 2, \$121,500; No. 3, \$118,500; No. 4, \$115,500.

Manhattan Supply Co., 127 Franklin street, New York—L. No. 1, \$103,500; L. No. 2, \$106,500; B. No. 1, \$109,500; B. No. 2, \$112,500.

F. B. Ashner, 369 Fulton street, Brooklyn, N. Y.—A, \$137,250; B, \$125,250.

P. Lorillard Co., Jersey City, N. J.—A, \$133,500; B, \$120,000.

Butler & Boscher, Richmond, Va.—A, No. 1, \$121,500; B, No. 2, \$118,500; C, No. 3, \$115,500; D, No. 4, \$114,000.

R. A. Patterson Tobacco Co., Richmond, Va.—AX, \$111,000; BY, \$117,000; CV, \$120,000; DW, \$126,000.

U. S. Tobacco Co., Richmond, Va.—A, \$123,000; B, \$120,000; C, \$117,000; D, \$114,000.

Wm. T. Hancock, Richmond, Va.—A, N., No. 21, \$126,000; N. C., No. 22, \$123,000; C. O., No. 23, \$117,000; O. K., No. 24, \$111,000.

Larus & Bro. Co., Richmond, Va.—B, \$114,000; E, \$117,000; A, \$120,000; L, \$123,000.

Wright-Caesar Tobacco Co., Richmond, Va.—A, \$129,000; B, \$120,000.

Lipfert-Scales Co., Winston, N. C.—No. 1, \$123,000; No. 2, \$127,000; No. 3, \$132,000.

Rucker & Whitten Tobacco Co., Martinsville, Va.—\$98,700.

Some time, however, will elapse before the bids will be awarded, as the samples accompanying the respective samples are sent to New York for testing purposes by tobacco experts of the Navy Department.

York's Prospects Brighter.


An Increased Demand for Short Filler Goods—Brokerage Firm Dissolved—Large Receipts of Tobacco.

York, Pa., March 29, 1904.


The cigar manufacturers have this week experienced some little improvement in the way of more numerous orders, so that they are again becoming of the opinion that business is not only hopelessly dull, but that there are prospects of some good business for them this year, notwithstanding that it is Presidential year, during which period trade is generally a little more draggy, at least. It is noticed, however, that the later demands for goods from this section are largely in the line of short-filler products, indicating probably that the wholesale houses are again stocking up a class of goods that are perhaps intended specially for resorts, fairs and other special occasions upon which a large number of goods are used, and upon which the retail dealer expects to make a high percentage of profit, and many of the \$16, \$17, \$18 or \$20 cigars will probably be retailed at five cents straight, or, at least, six for 25 cents.

Still, the manufacturers are not so much interested in that as they are in finding a market at reasonable prices affording a livable profit on his productions. The difficulty is oftentimes, though, that after having sold a cigar at a very close margin of profit and the buyer perhaps being able to turn the goods at a good profit, yet he makes a kick to the manufacturer about the

AMERICAN EMPIRE




10 CENT



READING, PA.

EL VOLCANO



5 CENT

goods, apparently for no honest purpose, but rather with a view of securing a reduction on the price and for his own gain. The trick sometimes works. I know of one instance which happened not so long ago, in which case a cigar manufacturer had sold a case of medium-priced cigars to a certain house (name not given for obvious reasons), and hardly had the goods arrived at their destination before a letter arrived stating that the goods were not right in several particulars, and could not be used, and intimating, further, that in view of the fact that the maker could perhaps ill afford to take the goods back and dispose of them over again, pay freight, etc., they felt that they should help him out, and offered to keep the goods if he, the manufacturer, would accept \$1.00 per thousand less than was agreed upon. The manufacturer was in limited circumstances and needed all the money available to keep abreast of the times, and rather than have the goods returned and pay freight and other expenses deemed it well under the circumstances to accept the proposition. Strange to say, but true, that in another town is this country, not more than three miles distant from the residence of the manufacturer just referred to, is another manufacturer who makes somewhat similar grades of goods, at least, as regards price. This manufacturer told me circumstances similar to those described above and emanating from the same house or concern. This manufacturer is in very comfortable circumstances and promptly turned down the proposition of taking \$1.00 less for his goods or have them returned by wiring them, "remit or return goods immediately, and quicker, if possible." He remarked to me, "I think that is a skin game, and d-d if they are going to do me. I can send those goods to —, at —, right away, and get my settlement in ten days easy, but I would rather pay the freight than to let those people know where I sent them to if they returned them." But they didn't; in three days he had his remittance, and not a word by way of explanation.

This is an illustration of the way in which small manufacturers of limited capital are frequently taken advantage

of, particularly when they have not sufficient marrow in their backbones to refuse to submit to such thievish practices.

R. D. Zech, a tobacco buyer, is responsible for some excitement which occurred last week in the vicinity of the Western Maryland R. R. Depot, upon the occasion of a receiving day, when about one hundred teams, having four or six horses or mules attached, came to town to unload tobacco which was received by Mr. Zech and shipped to the DeHaven warehouse in Lancaster. Today and on the 31st are also receiving days, but it is not expected that there will be quite as much tobacco received on either of those days. The tobacco is mostly from districts more adjacent to York than any other shipping point.

J. Stanley Winger has just returned from a flying visit to St. Louis, where he reports he found great activity going on, with an average of 300 carloads of exhibits coming in daily, and that the grounds are full of foreigners from all parts of the world. Twenty thousand mechanics are said to be at work. He further states that York County will have the distinction of having the only cigar shop at the Exposition.

Haines & Holtzinger, cigar brokers at Red Lion, have dissolved partnership, and the business has been taken up by Holtzinger & Seitz.

A new leaf tobacco warehouse is to be soon erected by Raab & Stabley, near the railroad station in Red Lion.

Mr. Adam Kohler, of the cigar manufacturing firm of A. Kohler & Co., of Dallastown, has resigned as leader of the Dallastown Band, which has for years been a very popular organization in that town and throughout the county. Mr. Kohler is a veteran of the Civil War, having been a musician in the Union army, and was also a bugler at the funeral of President Lincoln. He will retain membership in the Dallastown Band, and his advancing age is the cause of him formally tendering his resignation as its leader.

The cigar manufacturing and jobbing business of J. F. Sherry & Co., at Lancaster, O., has been bought by J. F. Hoffman & Co.

Buying in Lancaster Co.

All Goods Show More Activity—Some Changes Noted.

Lancaster, Pa., March 29, 1904.

There is more activity among the packers in this section than is perhaps generally known, and it is especially true of the country packers, where the new crops are being received at a lively rate. Even the larger city warehouses are now at work rather energetically with good forces. J. Gust Zook has received some heavy shipments from the outlying districts. Five carloads recently came in from Mt. Joy, three carloads from Ephrata and several from York county. Grube & High, at Blue Ball; Milton Shirk, at Stevens, and John F. Girvin, at Leola, are all busy in receiving and packing the new crop.

Several warehouses at Lititz are also receiving considerable of the new goods, which are being packed as rapidly as possible.

E. L. Nissley & Co., of Florin; Hoffman Leaf Tobacco Co., of Marietta, and A. L. Schreiner & Co., near Petersburg, are all putting up good-sized packages.

Trade still remains somewhat quiet with the leaf dealers, as far as old goods are concerned. The sales are still continued to smaller lots, and are not so numerous, at that. Neither have the visiting leaf salesmen been so plentiful during the past week as sometimes is the case. They included Barney Regenberg, with Hinsdale, Smith & Co.; Geo. F. Schnath, with Schroeder & Arguinbau; H. V. Altschul, with A. Cohn & Co., and Ed. Lovison, with Leonard Friedman & Co., all of New York.

Lancaster now has the third leaf house that has adopted the bulk sweating process. J. Gust Zook and Menno M. Fry were the first to adopt it, and now C. W. Bittner, on Harrisburg avenue, has also equipped his warehouse for that purpose.

A report is already being circulated that there will probably be a reduced acreage of tobacco raised this year. It is, however, not fully believed, although a plausible good reason is advanced to warrant such action on the part of the growers, namely, that farm labor is not only scarce, but also high, and that in-

dustrial establishments of various kinds are detracting steadily from the usual number of farm hands.

The Robertson Cigar Co. seems to be pushing the business with much energy this spring, and some steady shipments are being made.

L. E. Ryder, on North Queen street, has also extended his business operations and purchased two additional factories in the country districts.

At the lithographing establishment of J. E. Hertgen, on East Chestnut street, they are working at nights, and Mr. H. informed the writer that they had about all they could do at present.

H. Stein has been making more or less frequent visits to Pittsburgh, at which place he has a large patronage and continues to look after them the same as he did before bringing his factory to this city.

Frank E. Eberle, a cigar manufacturer at Stevens, this county, has taken his brother, E. E. Eberle, into partnership.

More Activity in Reading

Notable Cigarette Display—Manufacturers Out on the Road Report Fair Trade.

Reading, Pa., March 29, 1904.

Trade conditions are improving somewhat in this city among retail dealers, jobbers and manufacturers. Western orders are coming in to our manufacturers much more freely and orders are increasing in size as well.

E. E. Kahler is now on a Western business trip and was last heard from in Chicago, and where he states a fair condition of things exists; but that trade in the Windy City is by no means rushing, as it was before the holidays.

Wm. Yocum, of Yocum Bros., is also in the West and has secured some large orders from houses in St. Louis and other points.

Ben. Derr, who for seven years past was bookkeeper with J. L. & M. F. Greene, of this city, has accepted a position as general office manager with the Hoffman Leaf Tobacco Company, at Marietta, Pa., and will take his family to that place about the 1st of April. During his incumbency here, Mr. Derr made many friends and has become

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five. Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can--You Can't.

F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

thoroughly familiar with all the intricacies of the business, and will doubtless prove to be a most valuable assistant to his new employers, who are among the largest packers of leaf tobacco in the State.

The Flock Cigar Company, Ltd., have had, they say, a good business this year, but that it required energetic effort to accomplish it. Both Messrs. Chas. and Dan Flock are regular among their customers and invariably secure a full measure of business if there is any legitimate way at all of getting it. All their brands are being advertised in various ways and constantly.

The trade was glad to again see Chas. Cohen, of Baltimore, visit them last week, who is now representing Vincell & Vidal Cruz, Havana importers, of Baltimore. Mr. Cohen has been ill for some weeks, and this was his first visit since his recovery. He has a legion of friends here and all through the State who wish him God speed.

Geo. F. Schnath, with Schroeder & Arguimbau, of New York, was here a few days last week.

Ed. Levison, representing L. Friedman & Co., of New York, has made several short trips lately to Philadelphia and Lancaster, etc., where some business was successfully closed for his firm.

An unusually attractive exhibit of cigarettes was made last week in the Penn street show window of J. P. Moore's smoke house, and of the Egyptian Arabs cork-tipped cigarettes, made by the Sunning Co., of New York. Fuller details will be given later.

(Note.—A photograph of this display has been received by the editor and a reproduction of the same will appear in our next issue.—Ed.)

Wm. H. Riddle will open a new cigar store at 757 Penn street very soon.

John C. Dornell has removed his cigar factory from 139 Cedar street to 1047 Loenst street.

Chicago's Budget.

Cigarette Law Violators Arrested—Sutter Brothers' Proposed Settlement—More Counterfeiters Nabbed.

Chicago, Ill., March 28, '04.

At the first meeting of the creditors of Sutter Bros., which was held last week before referee in bankruptcy Frank L. Wean, practically only attorneys were present. But little information was made public aside from the statement

that the total liabilities of the house were about \$1,300,000, and the net available assets about \$410,000, from which are to be deducted the fees of conducting the estate during receivership. A proposition of settlement was made as follows: Ten per cent. in cash, and unsecured notes for 5 per cent., payable in three months, 5 per cent. payable in six months and 5 per cent. payable in nine months, a total of 25 per cent. It was further stated that over 90 per cent. of the claimants and amounts owing by Sutter Bros. had signified their willingness to accept such an offer. Another meeting will be held on April 5.

A crusade against the violators of the cigarette law has been commenced by the formal arrest of a dozen dealers, as follows:

A. Sefferman, 185 Washington street.
A. Edelman, 161 Van Buren street.
John Brady, 64 Adams street.
E. M. Hirsch, 80 5th avenue.
C. M. Mauer, 190 Clark street.
M. Eckelberg, 10 State street.
J. W. McKay, 213 5th avenue.
William Hartman, 276 Madison street.
W. K. Steele, 56 5th avenue.
J. H. Brandon, 195 Market street.
H. Fensterstock, 23½ Van Buren street.
F. K. Pettit, 152 La Salle street.

In addition to these R. Schmelling, 38 Clark street, and John Gentz, 14 South Water street, were arrested and have already been fined \$25 and costs.

Gerson J. Brown, formerly connected with the cigar factory of T. J. Dunn & Co., of Philadelphia, was the first to discover fire in the Hood restaurant, at which place he was a patron, and which was destroyed last week, as well as several adjoining establishments, and including I. N. Potter's cigar stand in the rear of Lewinsohn's saloon.

Alexander Vreeland and J. R. McDonald, machinists, 42 South Clinton street, and Morris Levine, a cigar dealer, 71 North Clark street, yesterday were arrested charged with trying to defraud the American Tobacco Manufacturing Company by means of counterfeit tags.

The specific charge is "conspiring to counterfeit a trade mark, conspiring to defraud and securing money through false pretenses." The offense is punishable by a fine of \$2000 or imprisonment for one to five years.

It is alleged that Levine ordered 2,000,000 of the tobacco tags from the machinists and 100,000 already have been made. They are redeemable for furniture, pianos and other premiums, and the completion of the entire order would have meant a loss of \$25,000 to the company.

An office boy is alleged to have stolen some of the tags. He was discharged and then told the tobacco company officials.

G.M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢



G.A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK,
BOSTON BEAUTIES,
OAK MOUNTAIN,
PORTO RICO WAVE.

Capacity, \$5,000 per day.

Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
Union Made Cigars

Our
Special
Brands: ALEX. WILSON,
PROFESSOR MICHIE
UNION CHIMES
MINERS' VICTORY
LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:

ENTUCKY CARDINAL,"

"1303,"

"CHIEF BARON,"

"EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade
Domestic
Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS



I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced Cigars

Red Lion, Pa.

Remember—the MELODIOUS is our Leader.



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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

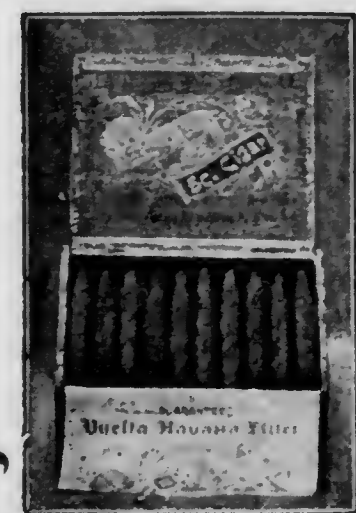
W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers
in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

PHILIPPINE CIGARMAKERS' PETITION.

A decrease of two million pesos in the tobacco trade of one of the large corporations of Louisville or Richmond would injure the firm and its employees suffering the loss, far less than a like loss would affect the entire tobacco interests of the Philippine Islands. The exports of manufactured tobacco from the Philippines have been comparatively small from the first, and the falling off to the extent of two million pesos has caused considerable embarrassment to those dependent upon this product. Here, as in other countries, people become trained to do a certain kind of work, and when thrown out of that employment for any reason they become helpless to procure a livelihood. It requires years to become adept in the raising and manufacture of tobacco, and in a country where, at best, but little effort is made to prepare for any particular trade or industry, any injustice to that business must be seriously felt by those dependent upon it for the necessities of life.

The condition of the tobacco industry in the Philippines is really a question of which Americans cannot speak without some degree of humiliation. That a product, particularly adapted to this country should have been so shabbily treated by the Congress of the United States that would justify the present appeals in behalf of the industry, is a sad commentary on the handling of these insular possessions. It looks like it is about time that the jingo papers of the administration would stop telling about the blessings of good government bestowed upon the Philippines, and blinding the people with bristling generalities, and try to help the islands to better the condition for which Congress is now responsible. Governor Taft in his recent speech in Manila said that in twenty-five years no one could say that the United States had dealt unfairly with the Philippines. Why should it be necessary to wait twenty-five years to verify such a statement? Congress has the facts and figures. Why withhold the American opportunity from the products of the Philippines? Why continue the present folly of further excluding the products of the islands from the home country, and thus pushing the material resources of the islands further backward?

Let us hope that Governor Wright's endorsement of the petition from the Filipino cigarmakers will be sufficient to arouse Congress to the necessity of action at the present session.

Phones: { Keystone, 65-64A Main
Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"ehico"
KING of 50. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots
are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS

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774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTA.
WINDSOR, CONN.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES
cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



10c.

A Perfect Cigar.

5c.

A Delicious Smoke.

Strictly Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the BLUE LABEL of the Cigarmakers' International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

"Millions for Farmers"
TEXAS OBACCO RACTS
Write for Full Information to...

So Says Secretary Wilson, U. S. Dep't of Agriculture
Exhaustive tests prove that the Sweet grade of...
CUBAN LEAF Filter and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC
Sells and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

With all the bad going we have had the buyers have picked up quite a quantity of the tobacco in this section of the valley.

The prices have been low for good years, thus bespeaking a laudable effort on the part of the packers and buyers, and also of the growers, to get the crop out of the way before starting to raise another crop. As for the buyers, they are as impatient as the growers to keep the manufacturers busy. Still, there is a large amount of work to be done to secure all of the crop, and especially that grade of goods demanded by the manufacturers. But by dint of hard work here and the expending of large sums of money paid for imported goods, the manufacturers may be able to pile up several billion of cigars, and in this manner to change the crude tobacco into millions of dollars, thus offering an opportunity for many men and women to earn their daily bread, and perhaps to lay by a dollar for a rainy day. The crude tobacco forms but a small percentage of the manufactured value, so you growers need not feel that you are the one class of laborers that are worked hard, for you are not. You are not the large class, either, for where there are hundreds engaged in raising the weed, there are thousands engaged in the manufacture of the same weed.

Among other things I have seen and heard, there is one that is quite important, I overheard a conversation a day or two ago that ran in this wise. But to begin at the forefront I must commence with the manner of packers of tobacco. When a packer puts up a case of tobacco he weighs the box and marks the weight in very plain figures. This constitutes the tare of the case of tobacco to be taken from the gross amount, and in the centre of the box head he puts on L. W. for light weight wrappers, and so on through all the different grades, then binders, fillers, etc. Now the story runs this way: In a certain warehouse where a case bearing the number and the letters (or symbol) for light wrappers are opened, there appears some tops, some binders, some fillers; where are the light wrappers? It is claimed these goods belong or did belong to a well known firm. I hope the story is not true, for if it is they cannot overcome such errors in a long time, if error it was. I have given this publicly for the purpose of either helping it along, or of stopping such talk against a firm whom everybody thought good, honest buyers.

Our correspondents write:
East Whately, Mass.: "Elliott A. Warner sold 2 1/2 acres at 8c; James Nolan, 2

acres at 8c; A. S. Coddling, 2 acres at 8c; M. Duda, 3 acres at 8c, all in the bundle, and to G. F. Pease, Geo. A. Moore sold 10 acres at 8c. One crop, 1902, G. A. Moore, about 10 acres cased at 20c."

Hatfield, Mass.: "D. P. McGrath sold 8 acres to American Tobacco Co. at 10c in bundle. A few small lots of low-grade goods have been sold at low prices, but many of the farmers are to assort and pack their crops rather than sell at prices offered. There are a number of fine crops that are assorted and cased."

Suffield, Ct.: "Nearly all of the tobacco here has been taken down and mostly sold. I have to report the sale of L. W. Adams, Warner & Gibson, G. Crane, W. H. Skaats, Warner & Adams, to Fuller, of Hartford, James Eagan, H. Butler, L. Welles, S. Morgan, to Miller, of Hartford; A. Griswold to Gerschall, at prices said to range from 16 to 20c, unassorted."

Suffield, Ct.: "There were at Suffield depot Wednesday seven cars loaded with tobacco in bundles; two cars cased ready for shipment. Thursday there were seven cars waiting to be filled. I hear of one crop sold for 6c and another at 8 and 4c, for which the grower paid 6c per lb. to have raised for him. Buyers are still looking for tobacco in town, but do not expect to pay much for what they buy."

Montague, Mass.: "I have to report the sale of A. M. Lyman's '03 crop of tobacco at 7c, and George Wright's '02 crop at 10c, both in the bundle. A. M. Lyman has the crop of 1902 on hand which is quite good. There are two or three lots still on the poles."

Conway, Mass.: "Nothing new in the tobacco line this week. Some of us had our hotbeds sown a year ago today, but it doesn't look much like sowing them now, with two feet of snow on them."—American Cultivator.

BALDWINVILLE, N. Y.

But little buying has been done during the past week, the buyers evidently waiting for improved roads. I. Frankel, of Jordan, received Monday at the D. L. & W. R. R. freight house two carloads of purchases made by him, shipping to G. Falk & Bro., at Lancaster, Pa. H. D. Erisman, of Lancaster, Pa., has been in town for a few days, but is not reported as having made any purchases. A. Heinke is in Ohio, buying for his firm, Charles R. Goldsmith & Co.—Gazette.

EDGERTON, WIS.

The buying of the tobacco crop is going on in most of the growing districts, but under conditions that are quite unsatisfactory to both buyer and seller. Much of it is sold upon samples peddled at the offices of the dealers at prices which farmers don't desire to see in print. We hear of one lot that brought upwards

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23rd St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

PRINCIPAL OFFICE, 120-128 Pacific Street. NEWARK, N. J.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

FRAZIER M. DOLBERG G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Cheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Hopkinsville, Ky.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

CIGAR BOXES of Every Description
A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases

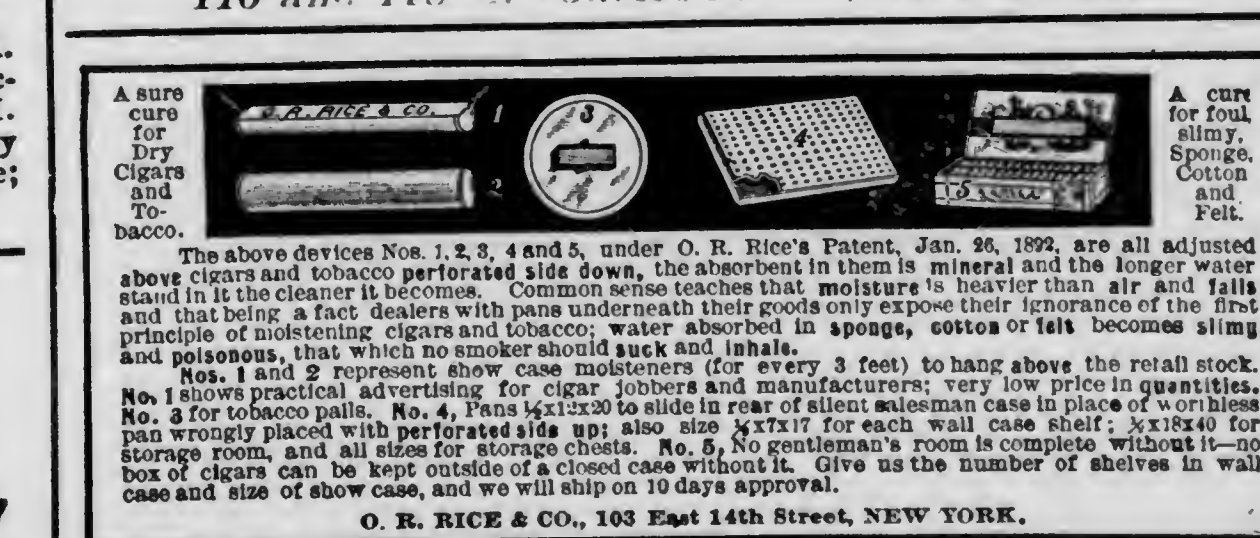
Dealers in
Labels, Ribbons, Edgings, etc.
716-728 N. Christian St. LANCASTER, PA.

Frank Ruscher Fred Schnaibel
RUSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hensing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut St. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State St. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

EMBOSSSED CIGAR BANDS

Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST CHEAPEST
Lithographers,
116 and 118 E. Broadway St., NEW YORK.



Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.,
Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW,
Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
AKRON, PA. Correspondence Solicited

Special Brands
made to order.
JOHN E. OLP,
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of
Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

of 10 cents sold this week, but there are
hundreds of them that go for half the
price and makes the average look cheap.
Here are a few sample sales:

J. Rublee, 10a at 8 and 2c.
Fred Hanson, 10a at 5c.
Geo. Eakins, 4a at 5 and 1c.
Mrs. Chas. Waldo, 10a at 5 and 1c.
Robert Livick, 6a at 5 1/2 and 1c.
A. M. Augustine, 10a at 5 and 1c.
E. T. Watson, 3a at 6 and 1c, asst.
7a at 5 and 1c.
F. L. Cutts, 4a at 4 and 1c.
McCann & Hopkins, 4a at 5 1/2 and 1c.
Jenson & Olson, 7a at 5 1/2 and 1c.
Richardson & Sherman, 6a at 5 and 1c.
F. Albrecht, 4a at 5 and 1c.

Only a moderate business in old leaf
is reported. S. E. Simonsen, Deerfield
packer, sold 115 cases of '02 and pur-
chased 176 cases of '01. T. A. Ellingson
bought 20 cases of '02 at 8 and 2c.
Andrew Swan sold 50 cases '01 at 8 1/2
and 2c.

A good deal of tobacco is now being
delivered at the warehouses, with many
deductions and some wrangling over
settlements on early contracts.

More casing weather has given the
growers opportunity to clear out their
sheds of most of the hanging leaf this
week and stripping and handling upon
the farms is now the order of the day.
Shipments, 934 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.
Our receipts this week were 200 hhds,
all new crop; private sales 74 hhds, with
lap sales from last week of 22 hhds, mak-
ing total sales for the week ending March
25, 96 hhds. The new crop was fully
represented in the sales, for which quo-
tations are gradually being established.

We have had a more or less rainy
week with some damaging storms. The
weather being warm it has given a good
handling season, the first good one since
the crop was cured, and receipts will soon
largely increase.

QUOTATIONS: (Old.)

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

Business Changes, Fires, Etc.

California.
Ballard.—C. L. Koch, cigars, chattel
mortgage, \$800.

Cloverdale.—A. L. Anrens, cigars and
tobacco, chattel mortgage, \$400.

Florida.
Jacksonville.—M. Fernandez & Bros.,
cigar mfrs., succeeded by Manuel Fer-
nandez.

Indiana.
Auburn.—Bechtel & Co., cigars, sold
out.

Kentucky.
Covington.—Theo. Kenneweg, cigar
mfr. and wholesale dealer, dead.

Massachusetts.
Lowell.—S. Catiras, cigars and to-
bacco, chattel mtge, \$200 discharged.

Michigan.
Detroit.—Hutton Bros., mfrs. and re-
tail cigars, chattel mortgage, \$175.

Minnesota.
Minneapolis.—S. H. Gidden, cigars,
succeeded by Wm. Lanawever.

Slayton.—Ketzbeck & Kolpi, cigar
mfrs., petition in bankruptcy.

Nebraska.
Albion.—J. E. Needham, cigars and
tobacco, R. E. mortgage, \$500.

New Jersey.
Jersey City.—Mrs. Jos. Pearlman,
cigars, succeeded by L. H. Stolper.

New York.
Cortland.—Adams & Kane, cigar mfrs.,
chattel mortgage, \$1,000.

Flushing.—A. Kruppenbacher, cigars,
etc., dead.

New York City.—Nathan Tolpin, leaf
tobacco, meeting of creditors.

Ohio.
Ohio City.—J. B. Pyles, cigars, as-
signed.

St. Mary's.—Lindall & Smith, cigars,
dissolved.

Pennsylvania.
Harrisburg.—H. L. Beaumont, retail
cigars and tobacco, satisfied mortgage,
\$2,200.

Scranton.—Kambeck & Ralph, whole-
sale cigars, judgment \$625 vs. J. W.
Kambeck, individually.

Washington.
Rockford.—Thomas Hogan, cigars,
sold out to E. Gardner.

Tacoma.—W. J. Johnson, cigar mfr.,
dead.

PATENTS RELATING TO TOBACCO, Etc.

755,129. Cigarette former; James R.
Green, Winston-Salem, and J. A. Hill,
Brown Mountain, N. C.

755,370. Mouthpiece for pipe or cigar-
holder; Charles Kessler, Troy, Ohio.

755,527. Tobacco pipe; Ignatz New-
berger, Saaz, Austria-Hungary.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2 1/2 oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class
Stock Companies Fire Insurance Insurance on
Only. Tobacco & Cigars
a Specialty.
27 E. Orange St., Lancaster, Pa.

LITHOGRAPHIC METAL EMBOSSED LABELS METAL PRINTED LABELS
A. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS ENGRAVING EMBOSSEING



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *
WORLD-RENOVED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavor
Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address,
"CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.


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JOHN A. SAUL,
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R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

E. A. CALVES & Co.  HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE EYE SEE!
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

❖Cigars❖

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
RIBBONS,
and
CIGAR
MANUFACTURERS'
SUPPLIES.

GEO. M. WECHTER,
Manufacturer of

❖CIGAR BOXES❖

South Ninth Street,
Akron, Pa. Telephone
Established 1883. Connection.

A. D. KILLHEFFER—MILLERSVILLE, PA.



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
**High
Grade
CIGARS**
All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.



ESTABLISHED IN 1881
Vol. XXIV., No. 14.

PHILADELPHIA, APRIL 6, 1904.

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Single Copies, Five Cents.

A Sumatra Saving.

We have some SUMATRA—nice Medium Color,
Good Burner and a few Spots, Large
Yield, First Size,

Usually sold at . . .	\$3.00 per pound.
Our Price	2.75 per pound.
Your Saving25 per pound.

Try a few pounds as a Sample,

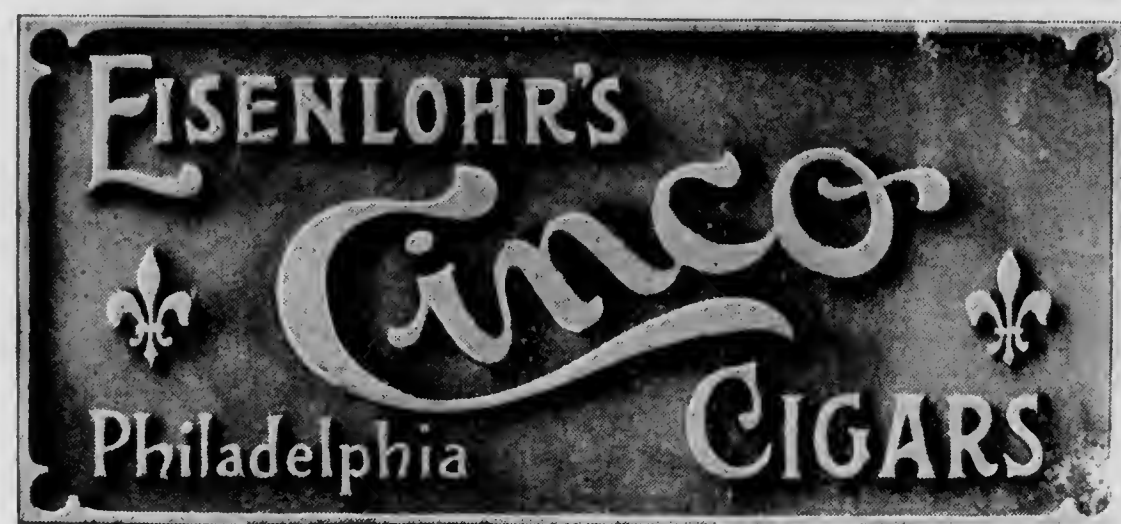
Not more than One Bale to One Customer.

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers in

Cigar Leaf Tobacco,

23 North Third St., Philada.



LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

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WHITE CHIEF
NATIONAL BIRD
KING LOUIS
WYOMISSING 10c

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.



Established 1881

Incorporated 1902

Published Every Wedn sday
BY THE
TOBACCO WORLD PUBLISHING CO.
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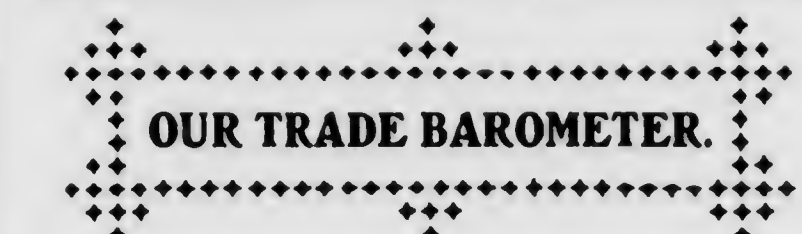
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224 Arch Street, Philadelphia, Pa.



THE indications for Philadelphia are for fair
weather and more sober smokes.

The storm of indignation central over Boston
for some weeks has moved along the coast, but
the aftermath is now felt more keenly in Pittsfield,
where dealers have been given the privilege of
considering the terms of a protocol, to be followed
by peace in their ranks. It is not, however,
without a promise of a tug-of-war that they propose
to shelve all union goods in obscure places or re-
move them entirely.

The happy-go-lucky Legislators at Washing-
ton last week turned things topsy turvey by refus-
ing to recommend a bill favorably to Congress
that purported to do away with the giving of
something for nothing. It would be unconstitutional
they say. Strategists and other friends of the
measure have promised to hie themselves to
Old Point Comfort, where they can legally celebrate
the event with fire crackers and other infernal
machines; fog, sog and uncertain weather will
prevail in the political regions of that bailiwick.

Speaking of a cloudy situation we are reminded
of a story supposed to have once been related by
General Miles.

Once a German, in order to get even with his
next-door neighbor for having poisoned his pup,
went on top of the house and plugged up the
chimney, forgetful of the fact that the smokestack
was used in common by both families. Soon the
smoke poured out and filled, not only the neigh-
bor's house, but that of Hans as well, and, with
tears in his eyes, the revengeful one remarked to
his wife:

"Oh, Gretchen, mein tear vife, it vas to laugh."
"I tinks dat it vas to cry," replied Gretchen.
"Vy you laugh so habbily?"

"Pecause I vas smokin' out Fritz mit his
house," said Hans. "Shoost smile mit yourself
ofer der vay he must be tearin' around und
keekin'."

"Hans," exclaimed Gretchen, "you vas von
leedle sawed-off fool; dot Fritz und his vife haindt
got home for der last two days."

Private shower baths were plentiful for the
free use of tobaccoists at Atlantic City this week,
while some of the grass plots were being sprayed
in the same old way.

The Otjen-Tawney Bill.

IT was reported in our news columns of last
week's issue, that by a vote of eight to four,
adverse action had been taken on the Otjen-Tawney
Bill, as far as prohibiting the inclusion of premium
tickets in packages of manufactured tobacco, by
the Ways and Means Committee refusing to en-
dorse that portion of the bill, on the ground, it is
alleged, of unconstitutionality. This action came
as a severe set back to many members of the
trade who previous to that time had felt rather
hopeful, if not even confident, of its passage.
While it is true that on the ground of unconstitu-
tionality the possibility of ultimate defeat may be
to an extent eliminated by reforming its construc-
tion, yet it will be only possible to do so by con-
certed and immediate action. The friends of the
measure should, therefore, strongly urge every
possible influence in its favor; otherwise the out-
come would now seem to be seriously jeopardized.

Business in a Presidential Year.

A PRESIDENTIAL year is generally regarded
as a period of doubt and uncertainty, but
1904 is practically relieved of any business hoo-
doo, and the dread of a Presidential election is
therefore largely removed. During the past few
years the wealth of the nation has greatly increased,
and the trade has not only made wonderful strides,
as is shown by some statistics in another column,
but there is apparently abundant ground for belief
of even more widespread prosperity. Crops were
liberal, and brought full prices, while manufactur-
ing generally has been good. Financial circles
have several times felt some depression, caused
by reckless speculation and possibly dishonest
financiering, yet the general public has happily
escaped. If there was a rich man's panic, there
was also a poor man's gain, and where one hun-
dred have been forced to curtail their expenditures
a thousand have more ready cash than they ever
had before.

For these reasons, if nothing more, it seems
safe to believe that business will move on unruffled
during 1904, despite the fact that it is a Presidential
year.

Internal Revenue Returns.

ACCORDING to the Internal Revenue returns
the output of cigars during the month of
February, throughout the United States was 466,-
510,915, while during February, 1903, it was 484,-
649,825, a decrease this year of 18,138,910.
During eight months of the fiscal year the output
was 4,487,941,785. During the same period of
the preceding year it was 4,442,040,965, an increase
this year of 45,900,820.

Of the total product of 466,510,915 manufac-
tured in the United States during February, 1904,
Pennsylvania produced 137,754,050, or a little
more than one-third of the product of the United
States.

New York State had an output during Febru-
ary of 110,834,352, about one-fourth of the output
of the entire country. Pennsylvania and New
York together produced 248,587,402.

Pennsylvania has, of course, for years been
the largest cigar producing State in the country,
but during later years its output has been aug-
mented by the acquisition of a number of New
York houses, and while it is true that Philadelphia
is also represented in the cigar manufacturing in-
dustry of New York, yet it is not nearly so great
an extent as New York manufacturers are interested
in Pennsylvania.

The other large cigar producing States come
in order as follow, for the month of February:

Ohio	44,491,030
Illinois	23,091,215
New Jersey	21,494,810
Florida	20,928,175
Michigan	15,824,685
Maryland, (Including Delaware)	9,082,110
West Virginia	8,595,220
Indiana	8,125,240
Wisconsin	8,255,800
Iowa	6,784,390
Missouri	6,323,855
Virginia	6,218,550
California	6,044,880

Some of these States show a decrease as com-
pared with last year, while some others show a
moderate increase, caused perhaps by local con-
ditions.

In the output of cigarettes there has been a
good increase, about 30 per cent, as compared
with the corresponding month last year. The
figures are: February, 1904, 237,844,470; Febru-
ary, 1903, 207,755,525; an increase of 30,578,775.


In little cigars there was a very marked in-
crease, as will be seen by the following figures:
February, 1904, 68,789,000; February, 1903, 45,-
784,500; an increase of 23,004,500, or nearly
one-third.

A comparatively good increase was shown in
the output of manufactured tobacco for February,
the product during that month having been 24,-
842,735 pounds; as compared with the 20,578,775
pounds in February, 1903, there was an increase
of 4,263,960 pounds.



Of snuff there was made 1,837,000 pounds in
February, 1904, and 1,693,810 pounds in Febru-
ary, 1903; a gain of 143,700 pounds.


Canadian Cigarette Consumption.

SOME Canadians view with alarm the con-
sumption of 200,000,000 cigarettes a year
by their people. This was an increase of 40,000,-
000 last year, and organizations took the matter
up and it was made the subject of Parliamentary
discussion, during which one member remarked
that as the women seemed to be at the bottom of
this tobacco scare, it was in order to remind them
that bad cooking did more harm than tobacco. It
seems that this is the second time that the matter
has been before Parliament. The law makers do
not show any disposition to be paternal about it,
and as most of the cigarettes are made in Canada
the government will content itself with collecting
the tax and let the individual smoker work out his
own deliverance.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** and Packers of **DOMESTIC LEAF** **Tobacco**
115 Arch Street, Philadelphia.

John T. Dohan.  **Wm. H. Dohan.**
FLOR de DOHAN & TAITT,
D & T Importers of **Havana and Sumatra**
Packers of **Leaf Tobacco**  **107 Arch St. PHILADA.**


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IMPORTERS OF **Havana and Sumatra**
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Importers of **Havana and Sumatra** **Tobacco**
Packers of **Seed Leaf**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in **SEED LEAF** **TOBACCO**
Importers of **HAVANA and SUMATRA**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco **ALL KINDS OF**
Co., Ltd. **HAVANA** **Tobacco**
and **SUMATRA**
118 N. 3d St. Phila.

 **Young & Newman, Sumatra & Havana** 
217 N. THIRD ST., PHILADELPHIA. **Packers of Seed Leaf.**



BENJ. LABE **JACOB LABE** **SIDNEY LABE**
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GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA 5

THE REALM OF THE RETAILERS

Dummies in Windows.

The men who dress the windows of several of the largest cigar stores in the city do not seem to be particularly frightened by the warning given by the internal revenue authorities in regard to the use of dummy-boxes in making displays.

A few weeks ago an official ruling on the subject was issued, and the decision was to the effect that while there was no violation of law in using empty and unstamped boxes either wholly or in part in the dressing of a window, the department was opposed to the practice and inspectors would be neglectful of their duty if they failed to open each and every box which might contain cigars on which no duty had been paid. Notwithstanding this ruling, such displays continue to be made, two recent instances being at Moore's cigar shop on Filbert street near Broad and at Walter H. Lazar's on Chestnut street.

Any body knowing of the rule above quoted naturally feels surprise on seeing boxes on which is pasted nothing but labels piled together in elaborately constructed pyramids or fastened together in sweeping arches. But the enterprising window dresser isn't as reckless as might be imagined. He is either fairly well satisfied that the representatives of the government will leave his structures unmolested or is willing that they should comply with their duties to the full letter of the law and pull to pieces what he has put together with so much labor. His business is to attract attention to the window. What better method of attracting attention to it could there be than in having the contents wrecked to a greater or less extent by representatives of the Treasury Department?

Knowing that investigation will show no violation of law, the window-dresser runs no risk except that of having to do the work over again. And what objection is there to that? None at all, if the store be enterprisingly managed and the help be allowed sufficient time to do the work.

A better window advertisement than would be made by a wreck of empty boxes left behind by investigating government officials would be hard to invent. And there is nothing to prevent the window from being made interesting in this way every day, if the inspectors persist in examining every box used in a display of dummies. In course of time, of course, the inspectors would tire of the work; but until then, they would be helping the window-dresser to advertise the store.

Leaks in the Cigar Store.

It is a noteworthy fact that some men are able to make a good living out of a small cigar store where others have failed. The unsuccessful shopkeepers may have had a good knowledge of the retail cigar business, they may have been bright men of good appearance, they may have been sober and industrious, yet they would fail and another man would take the place and succeed.

To all appearances the successful man would not be as good a retailer as those who had preceded him. But in spite of appearances he would be able to make money where others who seemed better business men could not make both ends meet.

It usually happens that the successful man is more thoroughly alive to the necessity for stopping a lot of little leaks that his predecessors never thought of enough importance to worry about. And it is these little leaks that often put men out of business.

In a small store that has a small trade, the matter of expense, although small, is of importance. Trifles in the expense account that are lost sight of in a large business cannot be overlooked in a small concern. They may be of small moment themselves; just a matter of a few dollars; but they count for a great deal with other items on the balance sheet. The little leakages in running expenses must be saved.

Then there is a little leakage from poor handling of goods. It may not amount to much, but it cuts down the profits just that much. A few plugs of tobacco damaged by bad handling, a few packages of cigarettes spoiled, a few cigars dried up or broken, are all little leaks that are of small consequence in themselves, but count for much when taken collectively.

The trade discounts on the business done by a small store does not appear to be worth saving. Yet this loss is only another one of the little leaks that go to putting the shopkeeper out of business.

Pipes are broken or otherwise damaged. A few cents will make them as good as new. The man who does not pay much attention to the little leaks might throw the pipe away, as he would reason that it would cost more in time alone to have the pipe fixed than the pipe is worth. The man who watches all the little leaks reasons differently. He will put the pipe away, and in the course of time will have several pipes in his "hospital." Then he will remember to take

the sick pipes with him some day when he has other business in the neighborhood of a repair shop. By good management he will make the cost of repairing the pipes cost him the lowest possible amount of money and time. The little leak he has stopped in this way on damaged pipes goes to swell the amount of little savings he has made.

There are certain small stores that seem capable of only about so much business, no matter what may be done to attract trade. Such stores may never make for the owner a large fortune, but what is made is really what comes out of the extra business that may be attracted by good management and the stoppage of a multitude of little leaks.

Some men who are well fitted for large affairs are total failures in the management of a small business. They have no patience with the little things that make up the leaks in a small store. They use up a lot of energy trying to do on a large and important scale things that have no place in a small business. They fail in small business ventures and succeed in larger ones.

On the other hand there are many men just suited by nature for giving close attention to small matters of detail. They get along well in a small business, where they naturally look after all the small leaks. The saving from this source is what goes to make up a nice comfortable profit. With such a man large ventures are not undertaken in a small business where they are out of place. He fits himself well to his affairs and saves money where men with bigger ideas fail.

What is true of the small stores with respect to little leaks is true of larger stores in a larger sense. There is always a chance to save a lot of little leaks that are overlooked for more important items. It will pay almost any retail cigar dealer to look over his list of little leaks. He will find that he can make money in taking time to stop them.—Retailers' Jour.

Poison in Smoke

Nicotine has long held the bad reputation of furnishing the poisonous element in tobacco smoke. Against it have been centered all the condemnations of the enemies of the "weed." Leave out nicotine, and tracts and lectures by the thousand become antiquated.

Just this, however, is what a staff writer for the London Lancet believes he is justified in doing. He admits that the whole subject of the poisonous effect

of tobacco is involved in confusion because of the great complexity of the products of the incomplete combustion of tobacco. Nevertheless, he thinks that the gas, carbon monoxide, is responsible for all the harm that tobacco can do.

To begin with, he points out that the amount of nicotine in tobacco is very small—in mild tobacco rarely over one per cent. It occurs as an organic salt, probably breaks up on combustion, giving a volatile product. It is doubtful, however, whether more than one-seventh of the nicotine in tobacco ever so much as reaches the lips of the smoker.

On the other hand, ordinary tobacco smoke contains many compounds, which occur in far larger quantities than nicotine possibly can, and of which some are undoubtedly poisons. One ounce of tobacco, smoked in the form of cigarettes, gives, for example, one-fifth of a pint of pure carbon monoxide gas, and probably more when smoked in pipes or cigars.

This gas, if inhaled, would be taken up rapidly by the blood, and would produce symptoms very similar to those of nicotine. "The trembling of the limbs and the hands, the dizziness and stupor, the disturbance of the nerve centres and of the circulation, the palpitation on slight effort, and the feeble pulse may be the indications of either carbon monoxide or of nicotine poisoning."

A Brace of Experts.

International law, neutrality proclamations and administrative unity are not the only subjects discussed by the diplomats in Washington, even in these days when Russia and Japan are trying to readjust boundaries in the Far East. The following conversation took place between two diplomats who were waiting to see Secretary Hay at the State Department a few days ago:

"Do you find any cigarettes in the shops here that suit you?"
"No, they are all too fat."
"Just the fault I find with them."
"How about the cigarettes you get at the clubs?"

"Oh, some of them are not so bad, but they are pretty fat too, even the imported ones. I get most of my cigarettes from a dealer I know on the other side. It's so much more satisfactory."
"Just my experience."—Washington Times.

In Cincinnati a new deal on General Arthur cigars is being instituted by Henry Straus, by which 50 of the 100 size and 50 of the three-for-a-quarter size go free with each thousand purchase. A somewhat similar deal, which proved a great success, had been on with the Owl cigar.

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending April 2, 1904.

Liverpool—American Tobacco Co., 143 cases cigarette paper.

Havana.—Schier & Walter, 1 case cigar boxes; James E. Ward & Co., 336 cases cigars, 4 do. cigars and cigarettes, 1 case cigars and cut tobacco, 4 cases tobacco and cigarettes, 15 bales tobacco, 11 cases cut tobacco, 49 bales do., 11 cases cigarettes, 49 bales filler tobacco; Esberg, Gunst & Co., 14 bales tobacco; J. Gonzalez & Co., 25 do.; Fred D. Grave, 50 do.; Simon Auerbach & Co., 55 do.; Sartorius & Co., 57 do.; J. Bernheim & Son, 78 do.; E. Regensburg & Son, 142 bales tobacco, 34 barrels do.; L. W. & P. Armstrong, 1 case cigars; Park & Tilford, 32 cases cigars; Havana Tobacco Co., 111 do., 84 cases cigars and cigarettes, 1 case cut tobacco; W. R. Grace & Co., 1 case cigarettes, 1 case cigarettes and cigars; S. S. Trinidad Co., 45 barrels cigarettes; E. A. Kline & Co., 7 cases cigars; National Cuba Co., 6 do.; Benson & Hedges, 2 do.; A. S. Lascelles & Co., 1 do.; Starlight Bros., 13 barrels stemmed fillers; F. Costany, 1 bale tobacco, 4 packages Japanese Ambassador, 1 case cigars; Japanese Ambassador, 1 case cigars; C. H. Wyman & Co., 1 do.; A. Hollander & Co., 2 do.; M. D. T. Co., 3 do.; 48 bales tobacco; Canadian Pacific R. R. Co., 4 cases cigars; L. J. Spence, 9 do.; Mendelsohn, Bornemann & Co., 10 barrels stripped fillers; S. L. Goldberg & Sons, 26 bales strip tobacco fillers; L. Goldschmidt & Co., 71 bales leaf tobacco fillers; S. Ruppini, 74 do.; G. S. Nicholas, 6 cases cigars; Hinsdale Smith & Co., 10 bales strip fillers; Amer-

ican Cigar Co., 55 packages do.; Waldorf Astoria Cigar Co., 18 cases cigars; A. D. Straus & Co., 5 barrels cigarettes, 10 1/2 do.; Simon Batt & Co., 38 packages strip fillers; Order, 1 bale tobacco.

SUMATRA TOBACCO.

Str. Potsdam, arrived March 21.
(2,386 bales; 54 cases.)

S. Rossin & Sons 722 bales
E. Rosenwald & Bro. 638 "
A. Cohn & Co. 311 "
L. Friedman & Co. 176 "
G. Falk & Bro. 127 "
Rothschild Bros. 89 "
S. Rossin & Sons 65 "
United Cigar Mfrs. 64 "
Jos. Hirsch & Son 42 "
A. Cohn & Co. 41 "
E. Rosenwald & Bro. 37 "
F. & E. Cranz 36 "
Hinsdale Smith & Co. 25 "
Jos. Hirsch & Son 13 "
E. Spingarn & Co. 15 cases
H. Duys & Co. 15 "
American Cigar Co. 10 "
American Cigar Co. 7 "
Herz Bros. 5 "
Pretzfeld & Co. 2 "

HAVANA TOBACCO.

Str. Caracas, arrived March 28:
(106 bales, 25 cases, 1 crate.)

F. R. Knowlton 45 bales
Durlach Bros. 36 "
C. Mundez 25 "
Levi Blumensteil & Co. 25 cases
F. Bonilla & Co. 1 crate

Str. Coamo, arrived April 2:

(26 bales; 5 tierces.)
Levi Blumensteil & Co. 26 bales
F. M. Ostero 5 tcs.

Str. Esperanza, arrived April 2.
(624 bales; 11 bbls.; 1 pkge.)

Mendelsohn, Bornemann & Co. 202 bales
J. E. Ward & Co. 128 "
C. H. Wyman & Co. 97 "
Fernandez, Earnest & Co. 74 "
G. Salomon & Bro. 50 "
Bondy & Lederer 25 "
J. E. Ward & Co. 15 "
S. Auerbach & Co. 14 "
W. W. Stewart 10 "
J. E. Ward & Co. 9 "
J. E. Ward & Co. 11 bbls.
F. Garcia, Bros. & Co. 1 pkge.

HAVANA CIGARS.

Str. Caracas arrived March 28.
(161 cases.)

American W. I. Trading Co. 29 cases
M. Rucabado 28 "
C. D. Stone & Co. 28 "
W. I. Cigar Co. 13 "
Durlach Bros. 12 "
Order 12 "
American Tobacco Co. 8 "
A. S. Lascelles & Co. 7 "
Vista Hermosa Cigar Co. 6 "
Victor Malga & Co. 5 "
A. M. Seixas 4 "
Rojas, Perez & Co. 3 "
DeFord & Co. 2 "
Cadiz Cigar Co. 2 "
American Express Co. 1 case
Cayey Caguas Cigar Co. 1 "

Str. Coamo, arrived April 2:
(119 cases; 2 boxes.)

American W. I. Trading Co. 23 cases
A. S. Lascelles & Co. 20 "
M. Rucabado 13 "
DeFord & Co. 9 "
Arguelles & Co. 8 "
M. Rucabado 8 "
V. Hermosa & Co. 6 "
Durlach Bros. 5 "
American Tobacco Co. 5 "
F. Bonilla & Co. 5 "
C. D. Stone & Co. 4 "

Cayey & Caguas T. Co. 3 cases
A. M. Sexas 3 "
V. Malga & Co. 2 "
A. S. Lascelles & Co. 2 "
Order 2 "
J. C. Pierce Co. 1 case
Cadiz Cigar Co. 2 boxes

Str. Esperanza, arrived April 2:
(19 cases.)

J. E. Ward & Co. 17 cases
G. S. Nicholas 2 "

SLOW BUYING AT DAYTON.

Not Likely to Commence Very Soon—
Farmers Still Stripping.

Many of the farmers have finished stripping their tobacco, while some have yet a small portion of their crops to strip. With the exception of a crop or two here and there which have been sold, no buying in this vicinity has yet been attempted, and packers and buyers give it as their opinion that buying in general is not likely to be inaugurated very soon, possibly not until the crop has sweated on the farm. The extra manipulation to which the leaf is now necessarily subjected in the packing houses carries with it so much more risk than the warehouse handling of former years, that under favorable circumstances the shrinkage is considerable, and since some farmers used water on their tobacco and the bulk of it was not stripped until after the holidays the space of time between stripping and packing has been so short that the period usually allowed for curing out in bulk has been crowded out almost entirely, and packers deem it extra hazardous to buy before the tobacco has passed through the first or water sweat.

THE GREAT TRIO

of FAMOUS CIGARROS

GENERAL ARTHUR OPERAS
KERBS, WERTHEIM & SCHIFFER
NEW YORK

TOM MOORE CIGARROS
15 CENTS STRAIGHT.

Quality Unimpaired from Our Factories to the Smoker.

Each Cigarro firmly encased in independent Wax-Lined Pocket, thus preventing breakage and drying out.

Any Cigarro easily removed without disturbing the others.

Size of package reduced one-half by simply detaching the two parts.

More conveniently carried than any other package.

MANY OTHER OBVIOUS ADVANTAGES!

We control this unique patented package and infringements will be promptly prosecuted.

UNITED CIGAR MANUFACTURERS, NEW YORK.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

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Dealers in **LEAF TOBACCO**
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

2. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

L. P. Kimmig & Co. IMPORTERS OF
SUMATRA AND HAVANA
AND PACKERS OF DOMESTIC LEAF **Tobaccos**
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA.
JERSEY SHORE, PA.



LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.
Long Distance Telephone, Market 3025.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
LIGHT HORSE HARRY
LA DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---**HABANA, CUBA.**
Cable—ROTISTA. NEPTUNO 170-174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: Reina 20, Havana P. O. Box 98
"Angel," Havana

NEARLY ALL THE OLD CROPS NOW IN HAVANA.

Sales Since the First of the Year Amount to 72,600 Bales—Nearly 40,000 Bales
Now on Hand—Future Receipts Will be Almost Entirely of the 1904 Crop.

HAVANA, March 28, 1904.

The local factories have been the chief
buyers in the market during the past
week, and owing to their activity the
sales surpass those of the preceding
week by a few hundred bales. Prices
are firmly maintained.

The statistical position of the Havana
market is as follows:

Stocks of all growths, 1901, 1902 and
1903 crops, in dealers' hands January 1,
1904—Vuelta Abajo and Semi-Vuelta,
52,500 bales; Partido, 14,606 bales, Re-
medios, Matanzas, Santiago de Cuba,
34,301 bales; total, 101,407 bales.

Receipts from country since that date—
Vuelta Abajo and Semi-Vuelta, 3467
bales; Partido, 2201 bales; Remedios,
Matanzas, Santiago de Cuba, 5386 bales;
total, 11,054 bales.

The stock on hand at the first of the
year and the receipts since that time
were divided as follows: Vuelta Abajo
and Semi-Vuelta, 55,967 bales; Partido,
16,807 bales; Remedios, Matanzas, San-
tiago de Cuba, 39,637 bales; total, 112-
461 bales.

Sales reported up to March 26, 1904,
were—Vuelta Abajo and Semi-Vuelta,
40,850 bales; Partido, 7150 bales; Re-
medios, Matanzas, Santiago de Cuba,
24,600 bales; total, 72,600 bales.

Stock on hand March 28, 1904—Vuelta
Abajo and Semi-Vuelta, 15,117 bales;
Partido, 9657 bales; Remedios, Matan-
zas, Santiago de Cuba, 15,087 bales; to-
tal, 39,861 bales.

According to an approximate count of
the actual stocks on hand, the above to-
tal quantity is about correct, although
as no dealer is obliged to disclose his
business accurately, it cannot be avoided
that there may be some discrepancies, as
evidently the number of bales of Partido
tobacco are too highly stated; while, on
the other hand, Vuelta Abajo may be
given as too low.

The exports from Havana up to March
15, 1904, were—Leaf tobacco, 53,740
bales; stripped fillers (4350 bales and
barrels), equal to 8718 bales; total ex-
ports, 61,467 bales.

The relations of sales and exports in a
given period, however, can never balance,
as the former include the home consump-
tion, and as all purchases are not ship-
ped at once, some being kept here on
storage to suit the convenience of the
buyers.

Excepting a few trifling lots, the old
crop may now be said to have been ex-
hausted in the country, and the coming
receipts will chiefly be of the 1904

growth. In the "Tobacco World" of
January 4, 1904, the estimated missing
receipts from the country of the 1903
crop were given as about 6525 bales.
This can be rectified by adding about
5000 bales, and therefore the total crop
of 1903 should be chronicled as 330,000
bales, in round numbers.

The campaign of the 1904 crop has
now opened, although not very actively
yet, as the weather is still not propitious
enough to start the escojidas upon a gen-
eral scale in the Vuelta Abajo and Parti-
do regions; but it is bound to become
livelier with the advancing season. The
prevailing opinion is that this year's crop
will not be workable by the manufactur-
ers before the month of August, as far
as new wrappers are concerned; while
the filler part may need a good many
months before it can be turned into ci-
gars. The few trials made upon "Libra
de pie" this year have not been satis-
factory, and have been abandoned. Li-
bra de pie, as a rule, has very little body,
and usually can be used at once by the
factories. The Remedios crop is still in
the same backward state and partly
growing yet. In isolated localities a few
rain showers fell, benefiting the plants;
in others hailstorms have done damage
to a few fields. The universal opinion is
that the crop will be small, as far as the
total quantity is concerned, although, as
it is stated to be sound and of a heavy
body, there will be more bales for the
United States market and less for Eu-
rope.

Sales last week amounted to 5600
bales in all, or 3900 bales of Vuelta
Abajo, 800 of Partido and 900 bales of
Remedios. The United States buyers
provided themselves with 2300 bales, and
the local manufacturers took 3300 bales.
BUYERS COME AND GO.

Arrivals: Manuel Menendez, of Menen-
dez Hnos, Tampa, Fla.; J. Kemper, of
M. Kemper & Sons, Baltimore, Md.;
F. E. Fonseca, of F. E. Fonseca & Co.,
New York; Bruno Diaz, of Bruno Diaz
& Co., New York and Havana.

Departures: Simon Goldberg and Luis
C. Cantor, for New York; Leopold Loeb
and Arthur Loeb, for Philadelphia; An-
drew Bock, for New York.

HAVANA CIGAR MANUFACTURERS
continue fairly busy considering the late-
ness of the season, and the reason given
as one of the chief causes is that, while
a good many importers of cigars in the
United States and Europe had discon-
tinued to send any orders, they had re-

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I, HAVANA, CUBA

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST
OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZALIDCO

HABANA, CUBA.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in **LEAF TOBACCO**

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER'S OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
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Bridat, Mont Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
P. O. Box Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Havana, Cuba.
Cable Address: "Cuetara."

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

26 East Twenty-second Street, NEW YORK.

considered their plans when they heard that there would be no possible chance of working any new cigars before the month of August at the earliest. The chief independent factories which are fully occupied are H. Upmann, Sol. Ramon Allones, El Rico Habana, A. Fernandez Garcia Romeo y Julieta, Crepusculo, Punch and Partagas. H. Upmann Co. had a small strike in their factory, which it is said was quickly settled. Behrens & Co., of the Sol factory, have appointed the National Cuba Co. of New York as their sole agent in the United States, outside of Greater New York, and through this combination there is no doubt that the Sol cigars will become more widely distributed in the American market than they have been, as Behrens & Co. will pay special attention to the wants and requirements of the smokers. They have good orders from England. La Flor de Espana, made by Rodriguez Bautista Hnos, for the Waldorf-Astoria Co., is meeting with a big demand in the North, as the cigars are made from tobacco of the choicest vegas that the Vuelta Abajo produces.

Buying, Selling and Other Notes of Interest.

A. J. Haya has been a big buyer, securing 1000 bales of Vuelta Abajo and Partido fillers.

Loeb-Nunez Havana Co. sold 750 bales of Partido and Remedios tobacco owing to the active intervention of its president, Leopold Loeb, who left today in company with his son, Arthur Loeb, for the North. The latter, however will start at once for Amsterdam to attend the Sumatra inscriptions in the interest of Leopold Loeb & Co., of Philadelphia.

Rafino Cano was a seller to the extent of 700 bales of Vuelta Abajo and Partido.

Mondelsolin, Bornemann & Co. purchased 500 bales of Vuelta Abajo and Remedios.

Rabell, Costa & Co. disposed of 700 bales of Vuelta Abajo.

A. Pazos & Co. received the first lot of 36 bales, new tobacco, of a packing made by them in San Juan and Martinez, Vuelta Abajo, lowland section, and which promises to be of an extraordinary fine quality.

Manuel Garcia Pulido closed out all of his holdings of Vuelta Abajo, some 650 bales, to a local factory.

S. L. Goldberg & Hijos are busy stripping tobacco and will start their Tumbadero packing in Alquizar this week, provided the weather is at all favorable. They have purchased some of the choicest wrapper bundles grown in this famous section, and the leaves shown were as fine as any manufacturer could wish for as regards soundness, fine texture, beautiful, light colors, and good burn.

Fernando Fernandez & Co. turned over 500 bales of Vuelta Abajo.

Bruno Diaz & Co. have just received the first lot of their packing at Alquizar. They sold 45 bales of Remedios, "libra de pie" to a local factory.

Suarez Hnos disposed of 300 bales of Vuelta Abajo and Remedios.

Aixala & Co. are getting ready to commence their various escojidos in San Antonio de los Banos, Alquizar and in "los Remedios" (of Vuelta Abajo), as soon as the humidity becomes general.

Manuel Martinez is busy buying and selling all the time; his sales this week amounted to 300 bales of Vuelta Abajo.

Sobrinos de A. Gonzalez closed out 250 bales of Vuelta Abajo and Remedios.

G. Salomon y Hnos likewise disposed of 250 bales of Vuelta Abajo.

Sobrinos de V. Diaz turned over 250 bales of Vuelta Abajo and Remedios.

Antonio Suarez sold 200 bales of Vuelta Abajo.

Rodriguez, Bautista & Co. made sales of 200 bales of Vuelta Abajo to Northern buyers and local factories.

Muniz, Hnos & Co. disposed of several lots of new Remedios "libra de pie," about 100 bales.

A. M. Calzada & Co. turned over 100 bales of Remedios.

A tornado is said to have done some damage to a few tobacco farms in unroofing buildings near Guira de Melena.

Receipts of Tobacco from the Country.

	Week Ending Mar. 26,	Since Jan. 1,
	Bales	Bales
Vuelta Abajo	395	3,240
Semi Vuelta	28	227
Partido	181	2,201
Matanzas	20	110
S. Clara & Remedios	150	5,034
Santiago de Cuba	—	242
Total	774	11,054

The Lancaster Market.

Heavy Receiving Days—Old Goods Moving Slowly—Death of a Well-Known Cigar Manufacturer.

Lancaster, Pa., April 4, 1904.

Our tobacco dealers are now continuing to give their attention largely to the new goods, of which nearly every house has started to pack, and each receiving day is growing heavier in its receipts. It is estimated that upwards of 100,000 pounds were brought to this market during the past week. There is now an indication of the entire 1903 crop being bought within the next month. The prevailing prices remain about 8 and 1c.

The eighteenth anniversary of Cigar-makers' Union, No. 257, was celebrated here recently, at which time a smoker and other entertainment were participated in.

William R. Stork, a well known cigar manufacturer of Adamstown, died at his home in that town recently at an advanced age. He was interested in several cigar manufacturing enterprises in the town, all of which are likely to be continued by his sons.

Harrison G. Shirk, leaf tobacco broker (Concluded on page 22.)

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HAVANA.
Cable:—REFORM

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

La Adelpia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.

Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York, Amsterdam, Trieste.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



III Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncas	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Aguilón de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Marías
La Meridiana	La Rosa de Santiago	La Rosa Aromática
A. de Villar y Villar	Estrella	J. S. Murias y Co.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

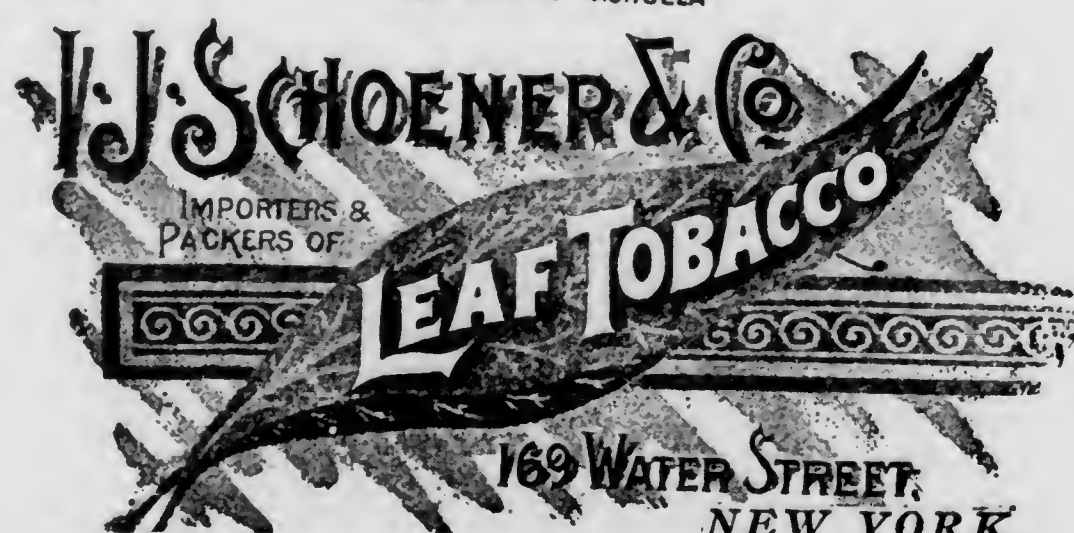
141 Water St. IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES:
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HAVANA, CUBA.

NEW YORK

J. & S. SCHOENER.

CABLE ADDRESS "TACHUELA"



169 WATER STREET, NEW YORK.

J. BERNHEIM & SON

HABANA TOBACCO
138 MAIDEN LANE, NEW YORK.
Almacenes de San Jose, HABANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants

Specialty—HABANA TOBACCO

New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840.

Cable "Nargel."

Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street, NEW YORK.
Jos. F. Cullman.

JOS. S. GANS MOSIS J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
No. 150 Water Street, NEW YORK.
Telephone—346 John.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
No. 163 Water Street, NEW YORK.
Established 1888. Telephone, 4027 John.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HABANA
and Packers of LEAF TOBACCO
197 Water Street, New York

TOBACCO NEWS OF GREATER NEW YORK

A much more spirited trade has been experienced by leaf dealers of this city during the past week, and the arrival of the new Sumatra tobaccos appears to have also had a stimulating effect. General satisfaction is expressed with the quality of the goods as shown by the samples which have been thus far exhibited, although the proportion of extremely light colors seems rather small. It is believed that there will be a sufficient supply of the general line to meet the full requirements of the American trade.

In Havana leaf the market has also proved quite satisfactory to our importers with a rather brisk demand for old Remedios.

The announcement of H. Duys & Co., that their Amsterdamsche Tabakshandel Maatschappij has secured 2,000 bales of Sumatra at the first Rotterdam inscription including the R D M | P B Deli and D P M | Deli, and of which 750 bales are said to be highly suitable for the American trade, was received with much pleasure. The firm is already offering some of the new goods to their trade.

Albert Levison, the western representative of A. Cohn & Co., has again left for his territory, with a full line of some of their recent purchases of Sumatra tobacco.

Wm. Hirschl, western representative of Jos. Hirsch & Son, also left for the West this week, with a complete line of samples of their tobaccos recently purchased in Amsterdam.

Milton Reisman, formerly of the leaf tobacco firm of Reisman & Wolf, died at his home in this city last week, at the early age of thirty-four years. Interment was made last Sunday at the Cyprus Hill Cemetery.

L. A. Bornemann, of Mendelsohn, Bornemann & Co., Havana importers, was a guest at the silver wedding anniversary of R. R. Uhler, at Lebanon, last week, after which he made a short business trip through Pennsylvania.

Some little excitement was caused at 23d and Broadway on Saturday last when the business offices of the Whitehead & Hoag Co., manufacturers of celluloid advertising and other novelties, were discovered to be on fire. The wind was blowing a swift breeze and the smoke poured from the building in volumes. A number of pedestrians in the street looked on in amazement at what appeared

to be a huge smoke stack. The damage, however, was apparently slight.

Litigation has ensued between the Waldorf-Astoria Segar Co. and Acker, Merrill & Condit Co., regarding exclusive cigar privileges in the building on the northwest corner of Fifth avenue and 42d street. The Waldorf-Astoria Segar Co. originally leased a large store in the building from W. J. Salomon, in 1902, for a period of ten years, at an annual rental of \$6,500 per annum, and also fitted up the store elaborately at an immense cost. The lease is said to contain a clause by which Salomon had agreed not to lease any other part of the building to a cigar concern. It appears, however, that the landlord leased a second store to the Acker, Merrill & Condit Co., who are retailers of cigars as well as handlers of fine and imported groceries. A cigar department was also inaugurated at their store, and a large sign exhibited, where, upon the Waldorf-Astoria Segar Co. instituted proceedings against the landlord and the grocers, not only claiming damages but also asking for an injunction restraining the latter from doing any cigar business on the premises. They were represented by Bowers & Sand, while Mr. Salomon was represented by Paul M. Herzog and William N. Cohen, and the Acker, Merrill & Condit Co., by Rollins & Rollins. Judge Gildersleeve of the Supreme Court took the papers and reserved the decision.

Harry A. Beltz has sold his cigar store at 5 Ann street, which has become known as the Hole in the Wall, to E. J. Parks, who formerly conducted a cigar store at Broadway and Chambers street, but later was in the employ of Robert E. Lane. Mr. Beltz had been conducting business at this stand for thirty years.

The Broberg Snuff and Tobacco Co., of Brooklyn, has been incorporated to deal in tobaccos and snuff, with a capital of \$20,000. The incorporators and directors for the ensuing year are M. Broberg, L. C. Schwensen, and M. O. Johnson, all of Brooklyn.

Sidney J. Freeman, lately President of the Retail Dealers' Association of New York, has accepted a position as superintendent of the Cifuentes & Co. cigar factory at 261 Pearl street. It is stated that Mr. Freeman will turn his own cigar manufacturing business into a stock company which is now being organized for that purpose.

H. Duys & Co. inform your corres-

pondent that the samples of Sumatra leaf which arrived for them on the steamer Potsdam are regarded as an exceptionally desirable lot of goods, and samples of the same have been forwarded to R. R. Uhler, their Pennsylvania representative. They spoke quite cheerfully of the business outlook, and feel confident that a normal year's business will be experienced.

A UNIQUE DISPLAY OF CIGARROS.

On page 7 of this week's issue of The Tobacco World is presented a reproduction of a most unique display of cigarros, the product of the United Cigar Manufacturers, and including the General Arthur Operas, Tom Moore Cigarros and Robert Burns Petite Ducs. It will be noted that the advertisement calls special attention to the fact that these goods are packed in wax lined pockets, the points of advantage being a fuller retainment of the original aroma and quality, and consequently a large saving in breakage with which many a dealer has been frequently annoyed. In fact, the breakage question is one of the most troublesome features in the ordinary handling of cigarros, such goods being usually packed in frail paper pouches not sufficiently strong to stand the strain to which they are frequently subjected, and in consequence of which the goods do not draw freely causing dissatisfaction among dealers' customers.

The United Cigar Manufacturers were perhaps the first who successfully found the practical solution for the prevention of such annoyances and promptly adopted the method for permanent use. It is of quite as much importance to dealers to call their customers attention to these facts as it is an advantage to the manufacturers to have them so packed, as both are obviously striving for the same end, which is increased sales.

The increased demand which this firm has experienced upon these leaders would also seem proof conclusive that their efforts are being properly appreciated by the trade, and the manufacturers are also therefore being properly rewarded for their timely efforts. The wax lined pockets in which these goods are packed are not only specially constructed but are made specially for the use of this enterprising house.

Death of Edward Ascherman.

Edward Ascherman, a pioneer cigar manufacturer of Milwaukee, Wis., died last week at his home in that city, at the advanced age of seventy years. Deceased was born in Germany, but came to the United States in 1856, and soon engaged in the cigar manufacturing business in Milwaukee. He retired from business about ten years ago, when his son, A. F. Ascherman, succeeded him and continued the business.

Trade-Mark Register.

TRYEM. 14,405

For cigars, cigarettes, cheroots and tobacco. Registered March 29, 1904, at 9 a m, by Chas. L. Feinberg, Brooklyn, N. Y.

ENTERPRISE SPECIAL. 14,406

For cigars. Registered April 2, 1904, at 9 a m, by H. D. Narrogan & Co., Philadelphia, Pa.

KEYSTONE CIGAR CO. 14,407

For a firm name. Registered April 4, 1904, at 4 p m, by Edward Stein, Wilkesbarre, Pa.

REJECTIONS.

Rita, Zest.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

C. C. McCord, Lamatea, La Matea, Lady Faultless, Lady Gainesborough, Sea Coast Laundry, Coursing Club, Old Dutch Clock, El Primero de Las Antillas, Anglia, Pittsmonth, K. B. Specials, Los Angeles Examiner, Los Angeles Express, Tun Tavern, Leg and Leg, Flor de Bardo, Beliza, Daddy Billy, George B. Porter, Robin Hood, Big Ben, Big Bob, Ray's Pet, Roy's Pet, Ray's Guard, Old True, Sure Winner, Tanglefoot, Virginia Mixture, Mistletoe, Brown Eyed Susan, Ben Davis, Cigarette, Sweet Memories, Little Woman, Karen, Black Twinlets, Walk-Over, Millionaire, Gun Powder, Wafer, Kentucky Smile, La Astrella, Amend's Exchange Clear Havana, La Flor de Amend, Our Factory No. 115, Commercial Appeal, B. R. & P., Macanea, 405, Tres Sellos, Jim Baker, Mild Mr. Strong, Juicio, La Salubridad, Thoroughgood, B. B. U.-D. U. B., Our Badge of Honor, Swan Brand, Court of Canada, Canadian Sillies, Belle Court, Canalama, Nu Life, Morris Square, La Milazzo, George K., Cubanal, Entertainment, Ben Hassan, Gen. Walter P. Lane, Memphians, Glenwood Base Ball Club, Frisco Queen, Socialism, Sais, Hykos, Queen Nitocris, Ophir, Parexcellence, Sesotris, James H. Lynch, Tealettes, Patersonia, Reciprocity Treaty, Saturday Evening Post, El Fuso, Sha-Wee-Co, Lawrence D'orsay, Golden Treasure, Montana Bond, Eagle Owl, Giovanni Boccaccio, Don Sebastian, Don-atello, Royal Forrester, Custom Receipt, Unique Twisters, William R. Grace, D. N. Francis, Castalia Club, Fashion Rolls, Neromus, Kindilike, Harbor No. 1, La Mavita, Union Lock, Amor Vita, La Cremeta, La Permuta, Mr. Fixit, Jay Tee, Damsel, Kish-Mingo, La Acita, Plaza de Toros, El Reputado, El Nexo, La Galicia, La Puntilla, Camelia, Lento, El Saliento, King Sigismund, Sho-Mee, C. C. A.

The Waterloo Cigar Co., of Waterloo, Iowa, recently incorporated, held a meeting last week for the election of officers for the ensuing year, which resulted as follows: President and manager, Frank Innan; vice president, Carl C. Keller; treasurer, Ira Rodamer.

Robert Whipp, of Minerva, O. (Mason county) filed a petition in bankruptcy on the 21st inst., placing his liabilities at \$8486.22, with no assets. The Cincinnati Leaf Tobacco Co. is a creditor to the sum of \$1489.79, and the largest on the list.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Choice of the Market

10¢

5¢

JOHN J. ESHELMAN

READING, PA.

Manufactured by

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stg (5c.) Cuba-Rico (10c.)

H.S. SOUDER
MAKER OF
CIGAR BOXES
Labels

Special Designs Engraving Embossing

Private Designs a Specialty Metal Printed Labels

Telephone
SOUDERTON, PA.

DEPARTMENT OF INQUIRY

In response to the questions of B. M., of Baltimore, concerning Egyptian tobacco, the following, from an authority on the matter, is given:

There is no such thing as Egyptian tobacco. The culture of the leaf is for bidden by law in the land of the Pharaohs. The reason of the prohibition involves a curious chapter in trade history. The best cigarette tobacco of the East is Turkish, and it is used in Russia, Turkey, Egypt and nearly all the Mediterranean countries. Long ago it was found that Turkish tobacco in going from Constantinople to Alexandria underwent a sweating which improved its flavor. If carried a shorter distance, say to Beirut, or a longer one, to Algiers, there was no improvement. This gave a prestige to the Egyptian cigarette made of Turkish tobacco, which brought wealth to the manufacturer and a heavy revenue to the state. In order to increase this revenue the governor at one time took measures to grow the leaf in the delta, but the result proved an unpleasant surprise. Though grown from Turkish seeds, the weed proved inferior and the cigarettes made from it fell flat on the market. The disfavor extended to the legitimate traffic. Manufacturers complained and the government found a deficit in its returns. To make amends a law was passed forbidding tobacco culture, and ever since the Egyptian cigarette has been made of a fine grade of the Turkish leaf and French cigarette paper. The country exports a large number of cigarettes and a very small quantity of tobacco, not enough, in fact,

to make as many so-called "Egyptians" as are smoked in twenty-four hours in the United States and Great Britain. The tobacco of the domestic Egyptians is Turkish of all sorts of grades, and also Syrian, Greek, Rumanian, Roumanian and Russian. All these bear a family resemblance which is increased by the sweating received in the hold of the steamer which brings them from the Levant to New York. In color these varieties range from the pale yellow of the Rumanian to the brown of the Odessa leaf. The yellow leaf is preferred by the Americans, the brown by Austrians, Italians, Russians and Russian Jews.

If the Egyptian cigarettes were made from Turkish tobaccos exclusively there would be but little cause for complaint. Most dealers "blend" the leaf; that is, they mix it with yellow Virginia and North Carolina. Some have the honesty to admit it, and print on their goods "A genuine Turkish blend," "Blended Turkish and Virginia," etc., but most of them defy the goddess of truth and emblazon the packages "Superior Quality of Egyptian."

Of the 500 varieties of so-called "Egyptian" cigarettes now on the market, it is almost safe to affirm that nine-tenths have nothing more to do with Egypt than the name. Turkish tobacco, it may be added in closing, is being more and more largely used by pipe devotees in the United States. It is too mild when smoked alone, to suit many American smokers and they find it more to their liking when blended with home grown tobacco.

TRADE NOTES.

The Queen City Cigar Co., of Seattle, Wash., has gone into the hands of a receiver.

The cigar manufacturing businesses of W. F. Schoenhoven and O. N. Groody, both at Anadarko, Oklahoma, have been consolidated under the name of Schoenhoven & Groody.

Davis Brothers' retail cigar store in Marblehead, Mass., has been purchased by W. C. Russell, who formerly conducted a cigar store at 23 Exchange Place, Boston, Mass.

J. F. Decker and W. H. Miller, trading as the Eagle Cigar and Tobacco Co., have opened a new jobbing house at 386 Palisade avenue, Jersey City, N. J., to handle strictly independent goods.

The Sillner, Barnes & Norton Co., the new jobbing house which commenced business in Pittsburg some months ago, will remove from their present premises on Liberty street to 340-342 Seventh avenue.

Bartlett & Buckley, of Lowell, Mass., wholesale and retail dealers in cigars and tobacco, has been dissolved, and the business has been succeeded to by Buckley Brothers. The outcome of it is that an additional house has been started by Bartlett & Robertson.

The Altoona branch of the Reid Tobacco Co., of Milton, Pa., has purchased the wholesale cigar and tobacco business of the Cunningham Tobacco Co., at Altoona. The latter company will be continued with the same line of goods as before the change.

The Ed G. Hookstratten Cigar Co. has been organized at Los Angeles, Cal., with a capital of \$50,000. The incorporators were Ed G. Hookstratten, A. Robertson, J. H. Harrington, J. Klingenstein and J. Hookstratten. Incorporation papers were taken out under the laws of California.

D. C. Gay has purchased the cigar store of A. W. Hamel on James street, Ludington, Mich.



WELL MEANT ADVANCES.

A few years ago when the Lafayette Hotel stood on Broad street, where the Land Title Building now stands, M. J. McDonnell, now manager of the Dalton store at Arch and Thirteenth streets had charge of the cigar store then, included in the fittings of the store was a large plate glass mirror which extended the entire distance to the floor, so that many a stranger naturally mistook it for a doorway and attempted to pass through. One evening while Mr. McDonnell was supplying the wants of customers a well-dressed man a trifle unsteady on his feet called for a cigar and, immediately on being served, turned his head and saw his reflection in the long mirror.

"Hello, my friend, have a cigar with me!" exclaimed the customer who, however, on noticing the reflection of his right hand holding a cigar, added a moment later, "Oh, I see you've got one!"

Supposing that his revelation was a trifle late and still disposed to be as friendly as possible the would-be generous individual insisted on paying for two cigars and, when told he owed for only one, became indignant. He still persisted in his cordial advances to what he supposed to be a fellow smoker and finally, when he met with no response, became angry and so noisy that the house detective had to be called in.

PROF. HERTZOG HONORED.

Mr. A. E. Hertzog, bookkeeper and general office manager with F. Eckerson & Co., leaf dealers at 255 North Third street, is no doubt one of the most scholarly gentlemen following similar daily occupations among the leaf trade of this city. Mr. Hertzog is, of course, a German, and even more, perhaps, than the average German, he is deeply interested in his Alma Mater, and has for a number of years been a Professor of English in the Northern Liberties German-English Night School, which has just closed its 1903-4 term. During that period Prof. Hertzog, under whose supervision the school is conducted, had 682 persons enrolled, made up as follows: German, 301; Austria-Hungary, 254; Russia, 76; Switzerland, 23; Roumania, 20; Sweden, 12; Italy, 1, and the United States, 1.

EXCELLENCE MUST BE SUPREME.

Comparatively speaking it is but few

months ago that the old established firm of A. S. Valentine & Son, formerly located at Womelsdorf, Pa., opened also a cigar manufacturing establishment at 116-118 N. Seventh street, in this city, at which place are manufactured many of their finest grades of goods, including especially their Tirador and Valorita brands of clear Havana cigars. Their progress was not only rapid but a steady increase has been experienced ever since the commencement of business here. This is not only true in their clear Havana lines, but in the seed and Havana and five cent products as well. It may be said that their factories are today among the exceptionally busy ones. We are also informed that the volume of business done during the month of March, just closed, was by far the largest in volume, of any one month in the firm's history.

PUSHING HIS GOODS.

Herbert D. Shivers, a cigar manufacturer, who recently moved his establishment from 44 N. Seventh street to 906 Filbert street, and who caters to consumers direct, has launched into daily newspaper advertising, using three-quarters of a single column with illustrations of Shivers' Panetela. He is selling the goods direct to consumers at \$5.00 per hundred. He says in his advertisement, "My offer is: I will deliver to you, anywhere, one hundred of my Shivers' Panetela cigars for \$5.00. You may smoke ten of them, and if you are not in every way pleased send me word, and I will send for the cigars and return the entire \$5.00."

A NEW SUMATRA PROPOSITION.

L. G. Haeussermann & Sons, well-known leaf dealers of this city, are this week making a new Sumatra proposition to manufacturers and others. They are offering a certain mark of medium colored goods claimed to be good burners and to have a few spots, good yielders and in first sizes at \$2.75 per pound. They also announce that the usual selling price for such tobacco is \$3.00 per pound, their customer's saving, therefore, must be 25 cents per pound. They solicit trial orders of a few sample pounds to convince the trade of the truthfulness of their assertions, and further state that they offer only one bale to a customer.

The idea would appear to be that in order to make their importations of Sumatra more widely known they consider it much better to sell twenty-five bales to as many different customers than to sell twenty-five bales to one customer, because in that manner they hope to retain indefinitely the interest of the twenty-five customers, feeling confident they could supply them with additional goods at equivalent values. It certainly must be a straightforward, legitimate proposition, well calculated for its purpose.

ASLANO ROSE CO. FORMED.

A new corporation has taken over the cigarette manufacturing business heretofore conducted by Aslano Bros., of which Richard W. Boch was the official head. Mr. Boch is still interested in the new company as a stockholder, but the large proportion of his time which was required in attending to his growing retail business made it necessary for him to relinquish its general management. Lewars Rose has been elected president of the company, which has taken office headquarters at 321 Penn Building, but will continue the manufacturing at the old establishment at 24th and Market streets. Mr. Rose is perhaps better known in the newspaper field, having been formerly connected with the Ladies' Home Journal of this city. The company will continue to manufacture all the old brands which have become fairly well known upon this and other markets, including the Karam, Tonapah, Egyptian Armour, Imperial Russian, Irem and Garrick. Not only is an increased capital being employed, but an increased force is at work in all directions, including some additional machinery, and all are now working under improved conditions. Vigorous efforts are being made to push the goods in all the principal cigarette selling markets. The blending of the tobaccos is being done by a foreign expert, whose skill in that direction is becoming widely known and is being generally commented upon. The products are already on sale in many of the leading establishments in this city as well as in Boston, New York, Baltimore, Cincinnati, Chicago and St. Louis, and it is reported to the writer by one of the officers of the company that they are being more than favorably

received wherever they are introduced. Ever since Mr. Boch's original incumbency special stress was specially laid on the raw material used in the manufacture of their product. To this the newly organized company is adhering with strict tenacity, feeling confident that goods of any kind, however well advertised, cannot attain that degree of ultimate success which every manufacturer must hope for unless they have the quality to back them up that is claimed for them. Since nothing is being overlooked in any direction, it seems quite reasonable to predict an even more prosperous future for the company than has been its past record.

ROBERTSON'S EFFICIENT WORK.

Among the most widely known representatives of the tobacco trade in this city is undoubtedly F. B. Robertson, the factory representative of the Match-It Cheroot. In justice to Mr. Robertson, it must be also said that there is perhaps not a more aggressive and harder worker in the trade than he. Ample proof is at hand to verify these statements from the immensely increased sales which have been experienced in this market since Mr. Robertson has been representing the account here. There is scarcely a dealer in this city, be he large or small, with whom Mr. Robertson is not personally acquainted, and in this way he has done much to promote the welfare of his house. Although selling the goods through the jobbing houses, Mr. Robertson has always made it his duty to keep in close touch with the retail trade, not only with a view of keeping their good will, but for the further purpose of keeping constantly informed of the trade conditions. That he has been a friend of the retailer no one can deny, having endeavored to benefit and help them in every possible way, and many a time at his own personal expense. There is, therefore, no occasion to wonder at his well-known popularity.

CAUGHT SMUGGLING CIGARS.

John Winters, a sailor on the steamship Masquinoma, lying at Pier C, Port Richmond, was stopped as he came ashore Monday night by Inspector Hartman. Winters had a valise in his hand and Hartman asked him what was in it. The sailor said he had his laundry in the bag, but the Inspector was suspicious, and

If you want a **LEADER**

in Union-Made Cigars,

WRITE TO

C. Ruppin, Lancaster, Pa.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

made him open it. No soiled linen was visible, but 400 cigars nestled within the valise. At this point two men who were with Winters ran away and Hartman told the former he was under arrest. Tuesday morning Winters was arraigned before Commissioner Bell and held in \$500 bail on a charge of smuggling.

Mostly Personal.

John Bieberman has opened a cigar factory and retail store at 20th and Reed streets.

Louis Newbrough, of Cincinnati, has been spending several days in the leaf market of this city.

J. W. Levy, representing Ballard, Fernandez & Co., left this week for a short circuit through New Jersey.

W. E. Gheen has returned to this city after a visit to the Connecticut Valley, where he states he purchased 600 cases of the 1903 goods.

E. G. Dunlap, general representative of Arguelles, Lopez & Bro., of New York, has returned to this city after an extensive trip for his house through the South and Southwest.

John S. Carl, a leaf tobacco packer of Hatfield, Mass., stopped at Philadelphia this week, en route to Atlantic City, where he expects to spend a short vacation period.

The Allen & Marshall Co. are using Col. Fred G. Bennet, better known as the still advertising man, very effectively in the West, where he is now parading with a costly costume.

Ferd. Loeb, who is now representing the Sumatra importing house of L. Schmid & Co., New York, has been quite actively introducing some of his firm's importations in this market.

The residence of I. Lowengrund, 2047 N. 15th street, was entered by thieves one morning last week, who completely ransacked the entire house, carrying away considerable booty including silver, cut glass, clothing, etc., amounting to about \$280.

Among the visitors in this city during the past week were: Mr. Winter, of M. Perez Co., J. W. Surbrug and C. B. Rowley, of the Surbrug Co., Sol Rosener, of the Havana Tobacco Co., and Mr. Abrams, of Garcia, Vega & Caraba.

T. R. Goodwin, manager of the Vicente Portuondo factory, informs us that they have a number of large orders ahead. The factory is running to its full capacity, and they have been making a specialty of banded goods for some months which they believe has helped the sale of their product wonderfully.

Duncan & Moorehead are distributing among the trade a new cigar cutter and advertising device with their Marcello, Key West goods. These new cutters are of the manufacture of the Brunhoff Mfg. Co., Cincinnati, O., and it is said they are being much sought after by dealers throughout the city.

Sig. C. Mayer, the genial secretary of Morris D. Neumann & Co., was last week entertaining Isaac Hirshberg, a well known jobber and retail dealer of Charlotte, N. C., and who, by the way, left several gentle reminders in the shape of good sized orders for their White Knight and Sherlock Holmes brands.

Frank Teller, of the cigar manufacturing firm of Frank Teller & Co., reports that their trade during the months of January and February was the largest since the establishment of the house, and that the demand has been specially on their Flor de Teller seed and Havana ten-cent goods and the Royal Blue, their leading five-cent brand.

T. J. Daly, representing Dohan & Taitt, is on an initial trip west and has just arrived at Detroit. Mr. Daly has been covering New York and the New England States for this well-known house for some time with gratifying success, in consequence of which the firm has widened his territory, hence his first trip among the Western trade.

J. Pierce Flowers, the veteran representative of the Lovell & Buffington Tobacco Co., of Covington, Ky., has just

returned to his city headquarters after an extended business trip through the State, where he reports he found an active demand for his company's products, including the John Mitchell (long cut), Bull Dog Twist, Napper and White Seal.

Samuel Fulweiler, of the P. C. Fulweiler & Bro. Co., reports a fair business at the present time and states that the firm could, of course, take care of considerable more. He is pleased to note that their collections during the past few weeks have improved wonderfully and are considered to be quite good, which is undoubtedly encouraging in view of the many complaints coming from other manufacturers of slow collections. A continued energetic effort is made by them on their Lew Wallace and other brands.

Thomas McAndrews and John Hefton were found in the vicinity of Clearfield and Belgrade streets, Richmond, trying to get away with a large package, which an officer, who was nearby, regarded as plunder from some robbery. He seized both men but during the struggle McAndrews broke away and made his escape. Hefton was locked up, and upon examination of the package at the police station there was found a quantity of tobacco, cigars and cigarettes, which was subsequently ascertained had been stolen from the store of Mrs. Stella Roskiewicz, 2920 Bath street.

PHILADELPHIA LEAF MARKET

Business in the line of domestic leaf has remained quiet but steady, sales running up in number rather more than in volume. While the trade has become convinced of the moderate supply of binder stock, manufacturers do not seem greatly alarmed, nor are they buying any more than sufficient for early use.

Havana is moving very satisfactorily, according to reports of local importers, and sales of fair sized lots have been consummated during the week.

Sumatra buyers are now awaiting further developments of the new goods, samples of which are just beginning to arrive, and it is confidently expected that business in this line will soon revive.

NATIONAL LEAF BOARD MEETING

At Atlantic City, May 2d.

The Board of Directors of the National Cigar Leaf Tobacco Association has decided upon Atlantic City as the meeting place for this year's convention, instead of St. Louis, which was found an impracticable point, owing to the extortionate demands made by the hotel men of that city for accommodations.

The convention will begin on May 2d, and Secretary Koenig has issued notices to all secretaries of local boards requesting them to advise him of the number and names of delegates that are likely to attend. Under the by-laws of the Association each local board is entitled to one delegate for each eight firms, copartnerships or joint stock companies, and an additional delegate for each additional eight firms that are members of such local organization.

FACTORIES BURNED IN TAMPA.

Several of Them in Ruins—The Heaviest Losers.

Tampa, Fla., April 4, 1904.

Hickman Bros.' cigar factory, at 906 Sixth avenue, Tampa, with a large quantity of tobacco on hand, was burned to the ground last week. Two frame buildings adjoining the factory were also consumed. Hickman Bros. will resume operations as soon as a suitable building can be secured.

Another serious fire swept West Tampa this afternoon, and before it was under control at six o'clock it had caused a loss exceeding \$300,000. A panic was created among the employees of about forty cigar factories located in the town, when the fire began to spread, and hundreds fled from the buildings.

A. Santaella & Co. were among the heaviest losers. A stock of \$125,000 worth of fine leaf tobacco, besides a large quantity of fine cigars, was consumed.

L. Sanchez & Co., J. M. Martinez and Sam. Caro & Co's cigar factories were burned out.

Hundreds of cigarmakers are homeless, as a result of the destruction of some two hundred tenement houses. The water supply of West Tampa proved inadequate.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE OR RENT.—A well-established Cigar Factory in Richlandtown, near Quakertown. Possession given June 1, or sooner. Sufficient employees can be obtained right in town. Railroad and other facilities near by. Address D. A. FLUCK, Richlandtown, Pa.

FOR RENT.—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Convenient. Apply to 3-30-4 H. W. HEFFNER, York, Pa.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
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**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**



**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.



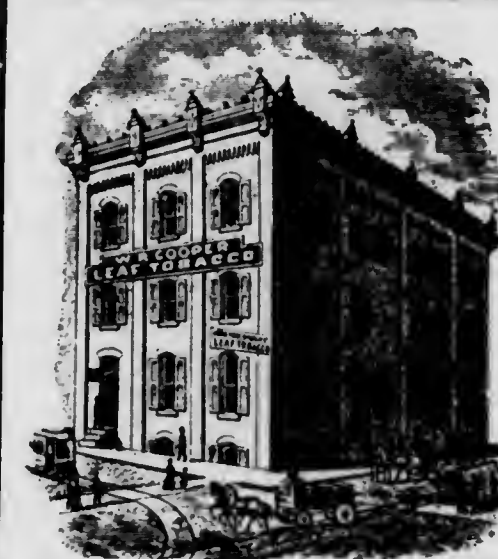
Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. **LANCASTER, PA.**



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market St., **LANCASTER, PA.**

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
Mfrs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you
The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you **Our prices.**

**WE CAN
SAVE YOU MONEY**

**The Sternberg
Mfg Co.**

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

UNITED CIGAR
Manufacturers

1014-1020 Second Ave., NEW YORK

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.



**ROYAL
BERKS**
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

THE LANCASTER MARKET.
(Concluded from page 11.)

and jobber, on North Queen street, re-
cently sold 134 cases of Connecticut to-
bacco.

Jesse M. Falk, of G. Falk & Bro., re-
cently spent several days with the local
trade in this city.

The silver wedding anniversary of Mr.
and Mrs. Robert R. Uhler, of Lebanon,
was celebrated at their home in that
city, and was one of the most brilliant
social affairs that Lebanon has had for
some time. It is said that nearly 200
friends participated in the happy event
and showered the couple with their con-
gratulations. Among the guests were
Mr. and Mrs. L. A. Bornemann, of
Orange, N. J.; W. W. Stewart, of Read-
ing; Allen Stewart, of Newmaustown;
Mr. and Mrs. Barney Regensberg, of
Paterson, N. J.; and George F. Schnath,
of New York. Congratulatory messages
were also received from numerous
friends, including those of Messrs. Jos.
Mendelsohn, Paul Levison, Dave Kal-
berman, William Kohlberg, M. Baum
and others.

Internal Revenue Violations

Better Conditions in York County—
Tobacco Buying Lively.

York, Pa., April 4, 1904.

During the past month or more many
cigars in boxes have been found in
Northern Ohio and elsewhere through-
out the West, which have no factory
number, district or State, nor date of
cancellation on the stamps.

These cigars are said to have been
manufactured in the Ninth Pennsyl-
vania district. The attention of the re-
venue officers has been called to these
facts, and they have come to the con-
clusion that the omissions are common
and too numerous to be unintentional.

Revenue Collector H. L. Hershey, of
this district, has taken up the matter
and notified his deputies to make an
investigation. Failure of cigar man-
ufacturers to comply with the law in
these respects may not only cause
seizures of the particular lots from
which the proper marks are omitted,
but may also cause prosecutions of the
delinquent manufacturers under section
3337, Revised Statutes, as amended.

It has been decided to again use
Duffy's Island in the Susquehanna Riv-
er for tobacco raising. No attempt, how-
ever, will be made in Sumatra cultiva-
tion this year. New sheds are being
erected, which will be 15 feet above
the highest point reached by the in-
und, and a large acreage is to be
put out.

I. B. Hostetter, of this city, has been
visiting the Connecticut Valley tobacco
section.

Calvin W. Price is erecting a new
building on Cedar street, near the west
end of the city, to be used as a cigar
factory, and which is to be called the
Bon-Ton.

J. Thomas Homer, who has for some
time past conducted a cigar store on
South George street, this city, has pur-
chased from Wm. Reichert the Com-
mercial Hotel, at Dallastown, and will
take charge of the place at once.

There is some improvement in the
cigar industry in the county, and a num-
ber of the larger factories are constan-
tly becoming busier, while even the small-
er ones are said to be getting a fair
share of new orders.

Another large shipment of tobacco,
about 100,000 pounds, was made from
this city last week by R. D. Zech to
John DeHaven, of Lancaster, where
it will be packed. Mr. Zech informs us
that he has some additional shipments
coming in and that another shipment
will be made about April 12.

Fourteen new licenses for cigar fac-
tories were issued during the month of
March by the Deputy Revenue Collec-
tor of this division, making 63 since
the first of the year, while during the
same period last year 76 licenses were
issued, a decrease of 13. Among those
granted during the past week were Mil-
ler & Wolf, Hellam; George Stark, Fel-
ton; Daniel Holtzapple, Windsor; En-
gene A. Collins, Gettysburg, and Mame
I. Olp, Jacobs.

Reading Improvements.

New Factory Open—A Local Change.

Reading, Pa., April 4, 1904.

There is a notable improvement in
trade conditions among the local manu-
facturers. Orders are coming in with
greater frequency and for larger quan-
ties of goods than has been the rule
since the first of the year. Visiting leaf
salesmen also inform me that through-
out the surrounding country there is a
feeling of improvement and a betterment
of trade conditions generally.

By inadvertence I announced in my
letter several weeks ago that Millard
W. Crouse, who had sold his cigar store
on Penn street, had taken a position as
foreman with the Winter Cigar Com-
pany. It will be remembered that
Messrs. Kline and Winter dissolved part-
nership last fall. Mr. Kline continuing
the business at the old stand on Cedar
street, and it was only recently that
Mr. Winter again entered the trade. It
was not, however, with Mr. Winter that
Mr. Crouse accepted a position, but with
Mr. Kline. In a recent issue of a con-
temporary the able Reading copyist fell
into the trap, making the same announce-
ment, making it clear from what source
his information was gotten.


The new Powell-Winter-Leigler cigar
factory at 746 Cherry street is now in
operation, and goods are already being
supplied to the several distributors of
this company.

W. W. Stewart, of Stewart, Newbur-
g & Co., was a guest at the silver wed-
ding anniversary of R. R. Uhler, of
Lebanon, Pa.


A number of subscribers of "The To-
bacco World" in this city are now wait-
ing for the appearance of the reproduc-
tion of the Egyptian Arab cigarette dis-
play made recently at Moore's cigar
shop, at Fifth and Penn streets, a pho-
tograph of which was taken expressly
for "The Tobacco World" by Mr. Cas-
ter, the genial manager of that store.

Charles Bronsner, the senior member
of Chas. Bronsner & Sons, wholesale
tobaccoists, at Seventh and Penn

AMERICAN EMPIRE




10 CENT



10 CENT

EL VOLCANO



5 CENT

streets, celebrated his 76th birthday last
week.

E. E. Kahler has just returned from a
western trip and is very well pleased
with the result of his efforts. He in-
forms me that he was greeted most cor-
dially all along the line, and that he
booked a large number of orders for his
products.

John G. Spatz, of J. G. Spatz & Co.,
cigar manufacturers, at Sixth and Cher-
ry streets, recently returned from a sat-
isfactory business trip and was more
than pleased with the healthy increase in
the sale of his goods at a number of
western points, especially in the higher
priced products.

The cigar manufacturing firm of Blach-
man & Nagle have dissolved part-
nership. Charles E. Nagle having retired
from the old firm and formed a part-
nership with John Niehammer and Horst C.
Nagle under the firm name of the N. &
N. Cigar Co. They have opened for
business at 19 North Eighth street.

After the Chicago Cigarette Men.

Hunting Out the Dealers Who Are Do-
ing Business Without a License.

Chicago, Ill., April 2, 1904.

The annual meeting of the Cigar Leaf
Tobacco Association was recently held
at Hotel Bismarck, at which time the
election of officers for the ensuing year
was made. They are as follows: Ernest
Hecht, president; John M. Myer, vice
president; Jonas S. Brown, secretary,
and Samuel Sternfeld, treasurer. Wm.
Tausig was elected the delegate to the
National Convention, which it is now
probable will be held at Atlantic City
on May 9.

The Sutter Tobacco Co., of Chicago,
has been incorporated with a capital of
\$100,000, to deal in tobacco. The in-
corporators are Conrad H. Poppenshausen,
Joseph L. McNab, John E. Baker, Chas.
Hannesfahr, Arthur A. House and W.
H. Utt.

The crusade against cigarette dealers
doing business without a license is be-
ing continued with severe vigilance.
Chief O'Neill, of the police department,
of this city, said that in three precincts
alone there were 127 persons selling cig-
arettes without a license, at which rate

there might be throughout the city
1500 persons, causing a loss to the mu-
nicipality of more than \$150,000. A.
Edelman, W. K. Steele, John Ready
and C. W. Maurec were each fined \$25
on last Thursday for having violated
the ordinances.

The office of the American Tobacco
Co. will be removed from the Dickey
Building, at Lake and Dearborn streets,
about May 1, to 40 Dearborn street.

Doings in Wisconsin.

Edgerton, April 2, 1904.

H. C. Vetterlein, representing J. Vot-
terlein & Co., Philadelphia, is driving
through Wisconsin purchasing the new
crop.

Edmund H. Smith, of Hinsdale Smith
& Co., of New York, is making a short
stay in this market, where he is picking
up new goods for his firm.

Emmanuel J. Weil, of Weil & Sons, of
New York, is also packing some new
tobacco at Orfordville and Janesville.

George W. Spitzner, of C. H. Spitz-
ner & Son, New York, is visiting this
market in company with H. Childs, the
firm's local representative.

AT THE NATIONAL CAPITAL.

The internal revenue tax of 6 cents a
pound on leaf tobacco is eliminated by
the terms of a bill on which favorable
action was taken to-day by the Internal
Revenue sub-committee of the House on
Ways and Means. The bill which the
sub-committee ordered favorably report-
ed to the full committee is the substitute
measure suggested by Commissioner
Yerkes, and takes the place of the Gaines
bill to abolish the tax on both leaf to-
bacco and twisted tobacco. Commis-
sioner Yerkes says there are administra-
tive difficulties in the way of abolishing
the tax on twist, but none on the natural
leaf, or "tobacco in the hand," as it is
termed. This relief has been sought by
the Southern tobacco raisers.

LIMA (OHIO) CIGAR FACTORY
CLOSED.

Lima, Ohio, March 31, 1904.

The big cigar factory of the American
Cigar Company was closed to-day for an
indefinite period. For some days past

there were but few people at work, and
little or no manufacturing was done.
Finally the machinery was stopped and
three hundred and fifty men, women and
children who had found employment
there were thrown out of work.

The management announces that an
overproduction in the tobacco trade has

caused the shut down here and in Day-
ton and Cincinnati. The former em-
ployees have no notification of the time
when operations will be resumed. The
closing of this factory means considera-
ble loss to the people of Lima, especially
to the residents and merchants, and it is
doubtful if all will be able to secure sim-
ilar employment here.



**PENT'S
TAHOMA
5¢
CIGARS**
PENT BROTHERS
PHILADELPHIA

Suzette The 5-cent Cigar that sells
on quality alone. Write
for sample. Do it today.

HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.



**WASHINGTONIAN * GREAT FATHER
SEED AND HAVANA**
10¢
MANUFACTURED BY **A.B. CLIME** TERREHILL, PA.
STRICTLY UNION FACTORY
5¢ **FABRICONA ROLF'S CHOICE** 5¢
POINTED ARROW SHARP KNIFE
VAMPIRE

GEO. SCHLEGEL MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
 138 & 140 CENTRE ST. NEW YORK.
 Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
 Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
 San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market
 The ORIGINAL and ONLY GENUINE
 Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
 Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can—You Can't.
 F. B. ROBERTSON,
 Factory Representative for Penna.
 1135 Ridge Avenue, Phila.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
 we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
 Plantations and Offices—Quincy, Gadsden County, Florida.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
 JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
 Formerly with F. C. Linde, Hamilton & Co.
 C. E. HAMILTON.

C. C. HAMILTON & CO.
 Tobacco Inspectors, Warehousemen & Weighers
 Sampling in All Sections of the Country Receives Prompt Attention.
 Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
 First-Class Free Storage Warehouses:
 209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
 Telephone—13 Madison Square.
 Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
 Daniel M. Heeter, Dayton, O.; John H. Haz, Baldwinville, N. Y.; Leonard L.
 Grotta, 105 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
 Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

REEDER & KROHN'S PURCHASE.

Property Originally Valued at \$100,000.

Hartford, Conn., April 2, 1904.
 A. H. Reeder and Moses Krohn, officers of the Miami Valley Leaf Tobacco Co., of Dayton, O., purchased the property of the International Tobacco Corporation, which was sold by Frederick B. Griffin, receiver for the company, which is in bankruptcy. The price paid was \$20,000, and the property consists of 285 acres of tobacco land in East Granby and Windsor, Conn.; two boarding houses, a large number of tobacco sheds and several other buildings. It is said that the land and buildings cost the corporation about \$100,000, and that a considerable sum in addition was expended in clearing and improving the real estate.

Messrs. Reeder and Krohn were originally among the large holders of stock in the International Tobacco Co., whose stockholders will realize little, if anything, upon their investment, as the price at which the property was purchased is insufficient to pay the debts of the company, and the purchasers will no doubt continue to operate the property along their own ideas. Being thoroughly practical tobacco men, and having been among the largest stockholders of the company, it is believed here that it may prove to be the means of some ultimate salvage to themselves. The total investment of these gentlemen is said to have been in the neighborhood of \$70,000, which, in addition to the \$20,000 paid for the property, virtually brings its cost to them to the \$90,000 mark.

While there have been some adverse experiences in the culture of shade-grown tobacco in this State, yet it is believed that such an undertaking can be successfully carried out under proper direction and management. There is likely, however, to be a reduction in the acreage of shade-grown tobacco this year among the growers who will continue operations on an extensive scale. The United States Sumatra Tobacco Growing Co., at Windsor Locks, in 1903 had 75 acres under tent, and produced a crop which they considered far better than in 1902. They are now planning to devote the same number of acres to

shade-grown this year. The Westside Sumatra Tobacco Co., with plantations at Bloomfield, also are planning to have the same acreage as last year, which was about 35 acres. The Windsor Tobacco Growers' Corporation expect to put out about half as much shade-grown tobacco as last year.

FERD. HAAK CO. WILL REBUILD.

Plans have been drawn for a cigar manufacturing building which will be erected at Fourth and Warren streets, Davenport, Ia., by the Ferd. Haak Company, who were burned out some time ago. It is proposed to put up a fine fire-proof building of brick, containing three stories and a commodious basement. The dimensions will be 75x90 feet, and it will cost in the neighborhood of \$20,000. Since the fire the company has had temporary quarters in the Globe Tobacco Company's building. It is expected that the new building will be ready for occupancy by June.

JAPAN TO GRAB TOBACCO TRADE.

The Special Diet of Japan concluded its labors on the 29th of March. Almost the entire financial program submitted by the Cabinet was approved. The amount to be raised annually by special taxation was, however, reduced from \$34,000,000 to \$31,000,000. The Government plans to make up the deficit by cutting down administrative expenses. Another change in the program was a refusal to sanction a salt monopoly.

The tobacco monopoly was passed. The compensation to be paid the manufacturers will be a sum equal to the amount of their sales for three years.

An interesting feature of the financial legislation is an act authorizing the banks to issue savings prize debentures, limited to \$15,000,000 per year. The rate of interest and the amount of the prizes, under a lottery drawing scheme, are limited. The whole plan ends with the war. The Government has the right to borrow the money realized from the debentures. The changes in the customs tariff becomes effective after six months. The articles affected include confectioneries, preserves in sugar, silk fabrics, alcohol, kerosene, sugar, molasses, syrup, crepe de Chine, satins, manufactured tobacco, Chinese spirits, ordinary sake and all alcoholic beverages containing over 50 per cent. of alcohol. Consumption taxes are levied on woollen fabrics and kerosene oil.

G. M. CLIME & BRO.
 TERRE HILL, PA.
 We Sell to Jobbing Trade only
 OLD HICKORY
 VIRGINIA DARE 5¢ WAXHAW
 JACKSON THE GREAT
 10¢



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
 100 000
 to
 125,000
 Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,
 HOLTZ, PA.
 Maker of
 High-Grade Domestic Cigars

Leaders: YORK NICK,
 BOSTON BEAUTIES,
 OAK MOUNTAIN,
 PORTO RICO WAVE.
 Capacity, 25,000 per day.
 Prompt Shipments guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
 Wholesale and Jobbing Trades.
 Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine
 Seed & Havana
 Cigars

Joe F. Willard is Our Popular
 Leader.

H. G. HOELTZEL

Manufacturer of

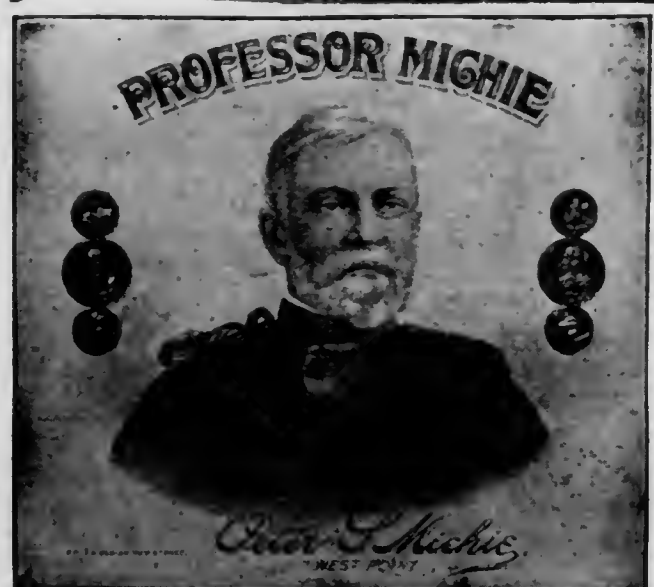
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade
 Union Made Cigars

Our
 Special
 Brands: ALEX. WILSON,
 PROFESSOR MICHIE
 UNION CHIMES
 MINERS' VICTORY
 LA UNION CROOKS

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel
 SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
 LENTUCKY CARDINAL,
 "1303,"
 "CHIEF BARON,"
 "EL PASO."



A. F. HOSTETTER,

Manufacturer of

High-Grade
 Domestic
 Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader,
 known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,

MANUFACTURERS

OF

High Grade
 Cigars.



ESTABLISHED 1871.
 DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
 Medium
 Priced
 Cigars

Red Lion, Pa.

Remember—the MELODIOUS is our Leader.



CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...

If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Since my advent into this section of what has been considered the tobacco region of the Connecticut Valley, I have seen a good many parties who engage in the cultivation of the crop, and have had a chance to talk with them about what they call an off year in the raising of tobacco. I see but very few but who consider that they have raised a poor crop of tobacco. But while they know perfectly well that they have a poor crop, they are not so blue as to color white clothing, yet blue enough.

I find that many of them are assorting their crops themselves, or have put the crop into a warehouse to be assorted, and in my opinion it was the proper caper to perform. Many of them had very little to take up their time, and in assorting their crops, even if it be a poor crop, they will learn something about the tobacco. When they get through they will have an understanding of the value of that crop, and there will be less bickering between the grower and the buyer, for each will know all the ins and outs of the crop. I, for one, think it is to the growers' advantage in all cases to assort their own crops. Then they can be more independent, having gone over the crop leaf by leaf, and through the handling of it in its various stages from the stalk to the case they cannot help being better informed as to its merits than they could possibly be by just stripping and putting it into the bundle, often working in a dim light or by the light of a lantern.

Our correspondents write:

North Hatfield, Mass.: "William E. Ghun bought the past week 150 cases of tobacco of Frank P. Jones, 42 cases of Edgar H. Field, 3 cases of Gilbert E. Morton, and 18 acres of E. W. and S. Field. The prices of the above lots were from 10 to 13c. David Powers sold two acres in the bundle at 12 1/4c to Mr. Kiley, of Hatfield. Charles Carson, Geo.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Donaldson, and one or two other lots were sold to Henry, of Amherst, at low prices."

Suffield, Ct.: "I report the sale of one assorted crop, 1903, 13c in case; one at 8 1/4c, and one poor at 4c, another at 5c.

"SOLLIDAY'S BRANDETTE" for cigar manufacturers, and 1001 cigar advertising novelties and specialties, cigar pouches and caps; cigar manufacturers' stationery and printing. Write for particulars today.

Solliday Nov. Advertising Works, KNOX, IND. 3-30-111

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St.

NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street

NEW YORK

Traveler-Cork Tips. Planet-Gold Tips

Planet-Plain Tips. Planet-Cork Tips

PATENTS

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H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



10c.

A Perfect
Cigar.

5c.

A Delicious
Smoke.
Strictly
Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

We use the **BLUE LABEL** of the Cigarmakers'
International Union of America
WE SOLICIT YOUR CORRESPONDENCE.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

"Millions for Farmers"
TEXAS TOBACCO TRACTS
Write for Full Information to....
So Says Secretary Wilson,
U. S. Dep't of Agriculture
Filter and Wrapper
can be grown in East
Texas on line of the
CUBAN LEAF
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of
Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

and one at 10c. Tobacco buyers are looking and buying some, but evidently do not expect to pay very high prices."

Feeding Hills, Mass.: "Most of the hail cut tobacco has been delivered, the greater part of it being put on cars at Suffield, Ct., destined for New York. A very small price was paid for this hail cut tobacco, from 3 to 4c per lb. A good many crops remain unsold as yet, but the farmers are not discouraged, and about the same acreage will be put in as last year. Of the 140 acres that will be raised on the Hinsdale Smith farm, 27 acres will be under cloth. The snow has been removed from the tobacco beds, and in a few days the ground will be put in order for the seed. Arrangements have been made to heat a part of the seed beds artificially."—Am. Cultivator.

BALDWINVILLE, N. Y.

The local market remains dull with no buyers riding. A considerable amount of hail cut and wind whipped tobacco has been received during the week at the warehouse of the American Cigar Co. and a large force is at work handling it. A few small shipments have been made from the warehouses.—Gazette.

EDGERTON, WIS.

The movement of the tobacco crop continues in the same indifferent manner as for several weeks past. A moderate amount is being purchased at low figures, on an export basis, while an occasional lot of choice goods brings more encouraging prices, but nowhere do the buyers show a disposition to pile up extensive holdings. A few sample sales show the trend of prices:

Ellickson Bros., 10a at 7 and 1c.
H. Beigad, 10a at 5 and 1c.
Mrs. P. J. Quam, 9a at 4c.
M. Oetum, 10a at 4 1/2 c.
Will Tanner, 2a at 5 and 1c.
John Fulton, 2a at 5 and 1c.
Chas. Albright, 5a at 5 and 1c.
Ben Cooper, 5a at 5 1/2 and 1c.
Edward Haugen, 6a at 5 and 1c.
John Costigan, 8a at 5 1/2 and 1c.
Chas. Learn, 7a at 5 and 1c.
Thos. Tracy, 5a at 5 and 1c.
Peach Bros., 8a at 6 and 1c.
James Barrett, 6a at 5 1/2 c.
H. O. Hougan, 12a at 5c.
Wm. Fridler, 5a at 5 and 1c.

Old leaf is moving moderately but generally in small lots to manufacturers. Geo. Rumrill reports the sale of 147 cases of 1900-'02 goods for the week. Conway & Hubbell received about 50 cases of '01 and '02 from growers.

Shipments, 1,062 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.
The past week brought us the first good handling season, and more activity prevails in loose tobacco, with prices somewhat higher. More buyers were present than at any time this season. On the loose floor prices ruled: Trash, 2 to 2 1/2 c; Lugs, 3 to 4c; Leaf, 5 1/2 to 6 1/2 c—

while buyers in the country are paying 5 to 7c crop round for dark heavy tobacco, which is scarce in the new crop. Stock of old tobacco is only 800 hhd., all dark heavy styles.

QUOTATIONS

Lugs, 4 to 5c.
Leaf—Short 18 to 20 in.: Common, 5 to 5 1/2 c; Medium, 5 1/2 to 6c; Good, 6 to 7c.
Leaf—22 to 26 in.: Common, 6 to 6 1/2 c; Med., 6 1/2 to 7c; Good, 7 to 8c.

MONTHLY REPORT—MARCH.

	1904	1903
Receipts for month,	360	2,020
" " year,	405	5,135
Sales for month,	340	333
" " year,	837	750
Shipments for month,	333	663
" " year,	961	1,539
Stocks on sale,	1,261	4,677
" sold,	467	515
Stocks on hand,	1,737	5,192

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in March were 1,456 hhd. Sales " " 296 " Shipments in " " 1,223 " Total stocks April 1, " 2,708 " Buyers' stocks, 480 hhd.; Sellers' stocks, 2,228 hhd. Unsold old stock about 400 to 450 hhd. Our receipts this week were 497 hhd., private sales 38 hhd., nearly all new tobacco.

Receipts are increasing steadily, and the regular break sales will soon commence.

Receipts have been full this week at the loose tobacco warehouses, nearly all of the lower grades for which the market was steady at the low prices ruling. Planters feel no encouragement to plant their usual crop. We repeat the former quotations which apply mainly to the old crop.

QUOTATIONS:

Low Lugs	\$3.50 to \$4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

To Buy Mexican Cigarette Factories.

Americans propose to purchase the three great cigarette factories in Mexico. Fletcher Heath and a party of New York and Western men have left for the city of Mexico with a view to closing the deal.

The El Buen Tono, La Cigarrera Mexicana and La Tabacalera Mexicana are the plants which are to be acquired. The first-named concern has a paid-up capital of \$4,200,000 (Mexican). Its net profits last year amounted to some \$650,000. The Cigarrera paid a dividend of 12 per cent. in 1903. Its capital is \$1,750,000. The new interests plan to considerably enlarge the output by installing an up-to-date equipment, etc., to be purchased in the United States.

Cigar Factory in a Kitchen.

An assistant factory inspector in Milwaukee has discovered that Morris Hunger has been conducting a cigar factory in the kitchen of a house at 427 State street, and has ordered its removal.

E. A. CALVES & Co. **HAVANA** 123 N. THIRD ST. PHILADELPHIA

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The Lowest Prices

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Steam Cigar Box Manufacturer

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M. D. BOALES,
LEAF TOBACCO BROKER

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Are All the Rage.

We have them in large variety.

Send for Samples.

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Lithographers,

CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.



The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 20, 1892, are all adapted above cigars and tobacco perforated side draws, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt, become spongy and porous, that which no smoker should touch and inhale. Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 3 shows practical advertising for cigar tobacconists and manufacturers; very low price in quantities. No. 4 for tobacco pans. No. 5, Pan 16x12x3 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side apertures also 16x12x3 for each wall case shelf; 16x12x4 for storage room, and all sizes for storage chests. No. 6, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval. O. R. RICE & CO., 108 East 14th Street, NEW YORK.

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LANCASTER BELLE
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SLATER'S BIG STOGIES
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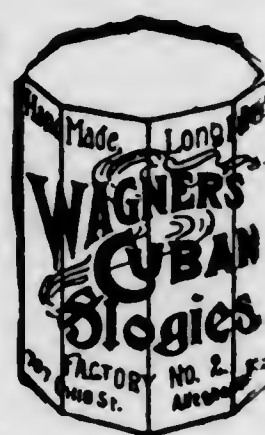
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'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

\$32,000 for a Snuff Box.

No less a sum than £6,400 (\$32,000) was paid for a snuff box at the third day's sale of the Hawkins art collection at Christie's auction rooms, in London, recently. This is the biggest price ever paid for such an object in any auction room. It is a Louis XV. oblong gold snuff box, the sides, cover and base being enamelled 'en plein' and painted with bouquets of flowers in polychrome by Hainelin. It is signed by the artist, and dated \$1758.

The frames of the panels are formed of compositions of scroll shell work, and the sides and cover are further enriched with settings of fine Brazilian diamonds. The bidding started at the low sum of \$500, but quickly rose by fifties and hundreds to \$10,500. Then followed bids of \$12,500, \$15,000, \$17,500, \$18,000, \$20,000, after which the bidding slowed down a little until the magnificent box, which has no equal either in the Louvre or in the Wallace collection, was secured by Messrs. Duveen at the price mentioned.

The excitement was so intense that even the \$7,500 paid subsequently by Durlacher for a Louis XV. oval gold snuff box, with domestic scenes after Chardin, and the \$7,300 realized by a Louis XVI. oval gold snuff box, painted with figures of Mars, Venus, Cupid, etc., did not cause much stir.

Another Louis XV. oval gold snuff box, with mythological figures, went to Stettiner for \$3,450.

The total of the day's sale, for 136 articles, was \$92,240.

—Letters are being received by various local retail dealers' associations from the headquarters of the National Association in Chicago, asking that an aggressive campaign be instituted by the local retailers to have the National Association stamps on their goods.

PATENTS RELATING TO TOBACCO, Etc.

755,563 Match composition; Frederick E. Grimm, Utica, N. Y.
756,195 Match making machine; Jacob P. Wright, New Haven, Conn.

Business Changes, Fires, Etc.

Connecticut.
West Suffield—J. P. Van Gelder, cigar manufacturer, petition in bankruptcy.

Maryland.
Baltimore—Independent Tobacco Co., receiver appointed.—Mattchews Cigar Co., mfrs. of cigars and tobacco, in liquidation.—Oettinger Bros. & Co., cigar mfrs., will not resume business.

Massachusetts.
Springfield—Morgan Miles Cigar Co., mfrs., sold out by sheriff.—H. L. Norris, cigar mfr., chattel mtge., \$100.

Michigan.
Detroit—W. H. Ellis, president and manager W. H. Ellis Co., wholesale and retail cigars and tobacco, dead.

Grand Rapids—E. C. Judd, cigars and tobacco, succeeded by Edw. Carpenter.
Muskegon—Wilcox & Poland, cigars, etc., succeeded by C. F. Wilcox.

Ypsilanti—F. J. Gruber, cigars and tobacco, sold out.

Minnesota.
Minneapolis—Progressive Cigar Co. incorporated.

St. Paul—Springer Cigar Co., removed to Milwaukee, Wis.

Nebraska.
Omaha—W. C. Norris, cigars, contracted to sell out to Larson & Johnson.

New Jersey.
New Brunswick—Chamberlain Cigar Co., damaged by fire.

New York.
New York City—Morris Levy, of M. Levy & Co., leaf tobacco, dead.—Morris Stern, Star Cigarette Co., offering compromise.

Ohio.
Defiance—W. H. Widmer, cigar mfr., damaged by fire.

Port Clinton—W. H. Wideman, cigar mfr., sued, \$119.

Toledo—Ed. Lemberger, cigar mfr., real estate mtge., \$860.

Pennsylvania.
Phillipsburg—J. C. Thompson, cigars, etc., judgment, \$291.

South Carolina.
Bamberg—Bamberg Smoking Tobacco Co. (not inc.), fire damage; insured.

Vermont.
St. Albans—Donovan & Dorfman, cigar mfrs., succeeded by W. T. Donovan.

Washington.
Spokane—R. Hanson, cigars, sold out to J. S. Byrd.

Wisconsin.
Beloit—Charles Oliver, cigar manufacturer, real estate mtge., \$1,000.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

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PHILADELPHIA, APRIL 13, 1904.

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224 Arch Street, Philadelphia, Pa.

OUR TRADE BAROMETER.

THE forecast for Philadelphia and vicinity
is not favorable to the cut rate cigarist, one
of whom was last week hard driven by a storm of
indignation from creditors and other impatient
creatures who prefer to do their own coupon
clipping.

In Washington some more light showers may
appear to dampen the ardor of the Tennessee
sprouts who have had their tender wings clipped
by Commissioner Yerkes. The ever ready
official weapon has been also used in trimming
the bills—Gaines-Trimble—of all their ugly ap-
pearance.

Particularly cloudy weather has appeared in
New England, where sun spots and other forms
of damage have developed in the butt end of
the 1903 crop, which is also troubled with
streaks of some foreign substance not altogether
desirable.

All winds are now blowing toward Missouri,
but the weather for next week and for many more
weeks to come will be fair around St. Louis, where
tobaccoists are already marching in preparation
for the big World's Fair event and in anticipation
of getting next the good things that will swirl in
the vortex of St. Louis until next December.

There are also indications of milder weather
for Chicago and vicinity, for Lucy has concluded
that it is better to rest in a calm than to be tobog-
gated on a freeze out. Consequently the storm
which was central over that territory for some time
past is subsiding, and Miss Gaston may now teach
the heathen without danger of running into a kid-
napping storm or a cyclone lecturing tour.

St. Louis Fair Exhibits.

IT IS said that many intending exhibitors in
the St. Louis Exhibition from this State as
well as some from other States, have been disap-
pointed by failing to secure the space desired by
them. Among such we hear of some cigar manu-
facturers who complain that they are no longer
able to secure the space which they now feel in-
clined to use. The plan of the exposition is such
that it would have been impossible to admit many
of those who desired to make some sort of display
even if there had been an abundance of space, and
as a matter of fact the space in the several de-
partments was not sufficient to supply the demand
made upon it. It is, however, a just ground of
complaint that applicants in a large number of
instances have been held off until almost the last
moment before being informed whether or not
they were to be accommodated. It would now be
too late for some of them to prepare exhibits even
if they had secured some space while some of those
who had made preparations are involved in fruit-
less expense since space has been refused. Of
course, it is understood that the scheme of the
Exposition is to make the display in the various
departments completely representative and collec-
tively exhaustive, and this has to a large degree
erased the individual feature.

An illustration of this may be given. Running
entirely through the center of the great agricultural
building, which alone covers twenty-eight acres,
will be a collective tobacco display, beginning with
the implements of cultivation, showing growing
tobacco, warehousing, packing and all the pro-
cesses of manufacture. All the tobacco growing
States have been invited to contribute to this dis-
play and to the general purpose. Individual
interests must be largely sacrificed, but the view
will afford an education in tobacco culture and
manufacture. Unless expectations are defeated it
will have more motion, spirit and educational
completeness than previous enterprises of this
kind, but building up in this way there has been a
sweeping sacrifice of individual interests which are
much sought after, and which is causing thousands
of disappointments.

This Year's Crops.

MUCH interest is centered by leaf tobacco
men in the probable acreage of tobacco
for this year. From the most reliable information
obtainable indications point to about an average
in the New England tobacco growing sections,
while in Pennsylvania a slight reduction in the
total acreage will perhaps follow. Wisconsin also
threatens to reduce its acreage this year as well as
Ohio, where too small a price is complained of by
the farmers. There would appear to be an
abundance of tobacco on the market which is of a
kind that it cannot be properly utilized. The de-
fective tobaccos of last year's Connecticut, Ohio
and Wisconsin will probably find meagre sales,
yet that should not daunt the farmers from grow-
ing this year as large a crop as heretofore; but
every care and effort should be taken that the new

crop may be an improvement over previous years,
and if that be accomplished successfully, they need
have no fear of a sale of their tobacco at other
than remunerative prices. There is always a
demand for a certain amount of cheap tobacco to
be used in low-priced products, yet it is not likely
to interfere in the least with the better quality of
goods which will be needed for the increased pro-
duction of the better grade of cigars.

Increase in Failures.

FAILURES, according to "Bradstreet's," are
more numerous month by month this year
than last but are still fewer in number than during
the first quarter of 1902 or 1901. In the matter
of liabilities, however, the present made and is
making a record which almost renders it neces-
sary to go back to the depressed years of 1904 to
1907 for a counterpart. This is in a measure ex-
plained by the increased tension shown in the sus-
pension of banks and other financial institutions,
the failures of fire insurance companies caused by
the Baltimore conflagration, and the troubles of
manufacturing enterprises.

There were 2,866 failures reported to "Brad-
street's" during the three months ending March
31, 1904, with aggregate liabilities of \$47,304,132,
and assets of \$26,404,267. In number the failures
show an increase of 8.6 per cent over the first quar-
ter of 1903 but a decrease of 5 per cent from 1902
and 1901. Back of the latter year it is to be noted
that an increase of 6 per cent is shown over the
number of failures reported in 1900 and of 3 per
cent over those of 1899. The number this year
is smaller, however, than that reported in the first
quarter of any year from 1883 to 1898, inclusive.
Liabilities of failing traders have been larger this
year, as will be seen from the fact that they show
an increase of 70 per cent over the first quarter of
1903, of 38 per cent over 1902 and of 52 per cent
over 1901.

Two sections of the United States, New Eng-
land and the South, show fewer failures in the first
quarter of this year than in 1903. In the former
section 2.4 fewer failures are reported, and in the
latter section the failures are 5.4 per cent fewer.
In the Middle States failures are 10 per cent more
numerous; in the West and in the Territories they
are 18 per cent greater in number, while in the
Northwest and Far West they show gains of re-
spectively 25 and 27 per cent.

Every section of the country shows an increase
in liabilities.

Was It New-Mown Hay?

A STORY going the rounds tells of a man
who had imported 10,000 cigars of a
certain brand which had been highly recommend-
ed to him. He tried one and liked it so little
that he had the cigars stored in his stables at his
country home. A year later he was giving a large
house party and the butler announced a shortage
in cigars. The host bethought him of his cigars
in the stable and sent for them. They were de-
licious. He attributed this to their being stored in
the haymow, and now gives all of his cigars the
hay treatment.

Wonder if his horses will contract tobacco heart
as a result of eating the hay in which the cigars
were stored?

Peremptory Auction Sale.

At AUCTION ROOM 201, PHILADELPHIA BOURSE—South Fifth Street,
between Market and Chestnut Streets, Philadelphia,

Will be Sold at

PUBLIC AUCTION

Wednesday, May 4th, 1904, at 10 o'clock,

and continuing until the entire stock is sold,

1,500 Cases

1901 and 1900 Fancy Tabled and Resweated **ZIMMER SPANISH**
IN QUANTITIES OF

5, 10, 15, 20 and 25 Case Lots,

with option on as many similar lots as desired.

These lots have been carefully selected as to style, character, quality and size in grading to suit the most exacting buyer—Manufacturer or Dealer.

200 Bales

SUMATRA, HAVANA,

First and Second Lengths, Various Marks, **VUELTA, REMEDIOS and SANTA CLARAS,**

will be sold *in bond*, by the bale, with privilege of as many more as the lots contain.

A QUANTITY OF

PENNSYLVANIA, WISCONSIN and CONNECTICUT

will be sold subject to previous private sale.

Samples on Inspection at Special Sample Room 304, Bourse Building, two days previous to date of sale.

CATALOGUES describing Lots, Marks, Lengths, Style, Weights and Tares, Shrinkage, and Conditions of Sale, on hand at Sample Room, or will be mailed on application to Manager.

SOLD FOR ACCOUNT OF WHOM IT MAY CONCERN.

BARNES & LOFLAND,
Auctioneers.

J. S. BATROFF, Manager of Sale,
224 Arch St., Philadelphia, Pa.

THE REALM OF THE RETAILERS

An Essential in Ad. Writing.

The advertising manager of one of the large department stores was asked what, in his opinion, are the essentials of good advertisement writing. Without any hesitation, says the Show Window, he replied: "A thorough understanding of the goods to be sold and the people to whom they are sold."

"Those, I think, are the main points. Of course, an advertisement writer must have other qualifications, but if he knows his goods and human nature, he will succeed in spite of a good many other shortcomings. All the writers who have heretofore achieved greatness have done so from two reasons: they thoroughly understood the subject on which they wrote, and they have understood the audience to whom they wrote. The requirements of a successful writer of advertisements are in these respects the same as those of a writer of history or romance."

"He must, first of all, know all there is to know about the subject of his ad. If he is writing clothing advertisements, he must fully understand all the little details of workmanship on clothing. He must know the weak points as well as the strong points, and he must not only know all about the clothing he is advertising, but he must be in a measure familiar with the clothes other people are selling. Nowadays, it isn't enough to advertise 'perfect fitting garments that wear well.' This might have done very well for the first advertiser, but it has been said so often that it now means nothing. It is a claim that is made by every seller of clothes that his garments look well, wear well, and are cheap. People want to hear something new—they want to know in just what particular respect one merchant's goods are better than another's for the same money."

"That is why the advertisement writer must know all about his subject, and it makes no difference whether he is writing ads. for clothing, self-binders or watches."

"As for understanding the people to whom the ads. are directed; that is largely a matter of putting himself in their places and seeing things as they see them. Dry goods advertisements are addressed to women, yet they are almost invariably written by men. The man who writes ads. for a dry goods store must learn to look at things from the point of view of a woman. He should talk to women about his ads, and have

them criticize them. And so it is with stationery and everything that is advertised—the ad. man should constantly study his goods and his possible customers."

A progressive Chicago cigarist, who does an extensive box trade and carries considerable goods for various customers, carefully placed in humidors, recently placed the following placard over one of these mammoth air tight cases:

We Carry the Stock for You

by which he would have his customers understand that those who wish to buy the cigars by the box will be accommodated with the proprietor's care-taking of



ESTABLISHMENT OF FRED. BARMAN & BRO., LOS ANGELES, CAL.

them in his cigar vault. This practice, while perhaps fruitful of some immediate results, is not regarded as the best, inasmuch as it may necessitate the frequent opening of the vault doors, by reason of which air of a higher or lower percentage of moisture is admitted, proving injurious to the principle of carrying goods in a certain degree of moisture and even temperature.

A Necessity for Change

There is no class of retail merchants that are more in need of constant changes than the retail cigarist. If he wishes his establishment to become known as up to date it is most necessary for him to have all new and attractive goods on hand promptly, the sale of which can be invariably increased by novel arrangements in order to hold old customers and gain new ones. The mere sense of newness

or something different in other words, in order to attain the best results, must be a constant appeal to the passerby. The average country dealer, of course, does not realize this, but in metropolitan cities it is an absolute essential. When once this spirit of newness pervades the modern store even the older customer becomes more firmly attached, because he begins to feel that he is being constantly supplied with a new line of goods. Never mind if the different classes of goods are not really so new and have been arranged to some good advantage before, it will still be wise to change them about to some extent, even though for several reasons the original plan might be deemed to be the one best adapted to the display. There may be a few com-

A LOS ANGELES STORE.

Establishment of Fred Barman & Bro.

The cigar and tobacco business of Fred Barman & Bro., at Los Angeles, Cal., was established in 1877, and they are doing an extensive business, wholesale and retail. The premises are located at 3rd and Broadway, one of the most desirable corners in the city. The building has a frontage of 20 feet and is 40 feet deep, and has ample show window space. It is the firm's established custom to make weekly changes in the display windows, and their displays are frequently the subject of much favorable comment, for attractiveness and special designs.

The accompanying illustration conveys a fair idea of the interior arrangement of the retail department, which occupies the forepart of the building, while the rear portion is devoted to the wholesale and jobbing department, and yet this is only one of the half-dozen stores operated by them.

The interior is finished in hardwood, and supplied with the silent salesman type of show cases, wall cases and pipe cases.

The line of goods carried is largely of the higher grades, and includes in clear Havana Bock & Co's Henry Clay, Edens and others. The leaders in domestic clear Havana cigars are the El Tempo, made by the Baer Cigar Mfg. Co., the Corina of the Cuban American Mfg. Co., and La Sinceridad of Gonzales, Mora & Co., of Tampa and Chicago.

In seed and Havana, Bondy & Lederer's Roseberry and El Keno, are the principal sellers. The same firm's Tom Keene is their nickel leader.

The products of the American Tobacco Co. are the principal sellers in smoking tobacco.

—The Havana Tobacco Co. has just issued a dainty booklet, with embossed cover in brown, gold and cream. The thirty-six inside pages are printed in brown, with the new military sizes of the straight shape Villar y Villar, embossed and reproduced in natural colors, bands and all, as a centre page. In addition to prices per hundred on a selection of sizes in the various brands of imported cigars owned by this company, the booklet contains illustrations and prices on porcelain cigar safes for the use of both individual smokers and club houses.

A movement is on foot in Winona, Minn., to organize a stock company for the manufacture of cigars.

SECOND EDITION—BOUND IN CLOTH.

THE
United States Directory
OF
Cigar Manufacturers
AND
LEAF TOBACCO
Importers, Packers and Dealers,
INCLUDING
Leaf Tobacco Exporters, and Com-
mission Merchants and Leaf To-
bacco Warehouses of Havana,
AND
Porto Rico Cigar Manufacturers,
IS
An Indispensable Volume
FOR THE
LEAF TOBACCO DEALER,
CIGAR BOX MANUFACTURER,
LABEL LITHOGRAPHER,
JOBBER OR BROKER,
or ANY ONE in any way identified with the
Cigar or Tobacco Trade.

The LISTS of Cigar
Manufacturers were compiled from Mercan-
tile Reference Books, and include all
that are rated, about 12,600, ar-
ranged Alphabetically by States and
Cities and Towns in the respective
States. It also shows the respective
Revenue District of every City or
Town in the United States, a special
convenience to Leaf Dealers.
To Box Manufacturers, Lithograph-
ers, Brokers, Advertising Goods and
Specialty Houses its value can not
be over-estimated.

Complete and Reliable in every way.
Finely Printed. Beautifully Bound.

Price, only \$1.50, Delivered.

ADDRESS
The Tobacco World Publishing Co.
224 Arch Street,
Philadelphia.
New York Office, 11 Burling Slip.

Price Reduced to \$1.50, Postage Prepaid.

PORT OF NEW YORK.			Str. Saratoga, arrived April 9: (40 bales.)	JOBBER DEFIAIT.
IMPORTS			I. Kaffenburg & Sons 40 bales	Mean to Sell Any Kind of Tobacco Called For.
Arrivals at the port of New York from foreign points during the week ending April 9, 1904.			HAVANA CIGARS.	Indianapolis, Ind., April 5, 1904.
Antwerp.—Commercial Co., 40 bales tobacco; Constijcor Dones Co., 16 cases tobacco.			Str. Zulia, arrived April 6: (4 cases.)	An attempt to force Indianapolis job- bers into handling no independent-made goods has been made here, but is meet- ing with considerable opposition on the part of some few jobbers who have en- tered into a sort of rebellion.
Hamburg.—Levi Blumensteil & Co., 20 bales leaf tobacco.			Order	It is alleged that under the proposition made a commission of five per cent. is allowed the dealer, and to those who sell a certain allotment an extra commission of two per cent. is allowed. But the special allotment percentage is given only to those who sell no independent goods, and in case a dealer fails to observe the rule he is cut off from the two per cent. extra commission.
SUMATRA TOBACCO.			Str. Mexico, arrived April 6: (574 cases; 2 bbls.)	M. L. O'Connor, of M. O'Connor & Co., said: "A representative called on us with a view to gaining our whole business in his favor, but we were compelled to turn down the proposition. During the course of our thirty years in business we have aimed to supply our customers with exactly what they want. An attempt to prevent our doing so restricts competi- tion and is against American principles."
Str. Rotterdam, arrived April 5: (1,098 bales; 64 cases; 1 box.)			J. E. Ward & Co. 298 cases	
A. Cohn & Co. 244 bales	G. Falk & Bro. 8 bales		Havana Tobacco Co. 194 "	
L. Friedman & Co. 233 "	Order		Canadian Pacific R. R. Co., 16 "	
S. Rossin & Sons 143 "	Pretzfeld & Co. 4 "		Waldorf Astoria Segar Co. 13 "	
L. Schmid & Co. 92 "	F. & E. Cranz 3 "		Park & Tilford 9 "	
E. Rosenwald & Bro. 81 "	Leopold Loeb & Co. 32 cases		G. S. Nicholas 9 "	
Jos. Hirsch & Son 72 "			Order	
H. Duys & Co. 54 "	SUMATRA CIGARS.		Calixto Lopez & Co. 5 "	
G. Falk & Bro. 36 "	Str. Sloterdyk, arrived April 7: (2 cases.)		Michaelis & Lindeman 4 "	
Rothschild & Bro. 34 "	A. E. Outerbridge & Co. 2 cases		National Cuba Co. 4 "	
Hinsdale Smith & Co. 33 "			Acker, Merrill & Condit 3 "	
A. Blumlein & Co. 23 "	HAVANA TOBACCO.		L. J. Spence 3 "	
Company's General Agent 21 "	Str. Alene, arrived April 5: (8 bales.)		University Club 1 case	
United Cigar Mfrs. 20 "	Kunhardt & Co. 6 bales		N. Y. Export & Import Co. 1 "	
Pretzfeld & Co. 10 "	H. H. Meier & Co. 2 "		J. P. Roosa 1 "	
Otto Malchow & Co. 2 "	Str. Mexico, arrived April 6: (1,235 bales; 84 bbls.; 1 case.)		J. E. Ward & Co. 2 bbls.	
E. Rosenwald & Bro. 63 cases	J. Bernheim & Son, 329 bales			
Pim, Forwood & Kellock 1 case	S. Auerbach & Co., 188 "			
Pim, Forwood & Kellock 1 box	J. E. Ward & Co. 158 "			
	Leonard Friedman & Co. 122 "			
	American Cigar Co. 110 "			
	Cane Bros. 47 "			
	Fred Schultz's Son 43 "			
	G. Salomon & Bro. 42 "			
	B. Diaz & Co. 40 "			
	Calixto Lopez & Co. 31 "			
	I. Bijur & Son 25 "			
	Andreas Diaz 25 "			
	A. Murphy & Co. 20 "			
	William Bader 19 "			
	Carl Upmann 15 "			
	R. M. Blake & Co. 9 "			
	A. Perez 7 "			
	Manuel Alvarez 5 "			
	E. Regensburg & Son 40 bbls.			
	M. D. T. Co. 23 "			
	Leonard Friedman & Co. 10 "			
	F. E. Fonseca & Co. 9 "			
	I. Bijur & Son 2 "			
	Havana Tobacco Co., 1 case			

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

John T. Dohan. FOUNDED 1855. Wm. H. Dohan.

FLOR de DOHAN & TAITT,
D&T Importers of Havana and Sumatra
Packers of Leaf Tobacco
107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of Havana and Sumatra
and Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
SEED LEAF TOBACCO
Havana and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.

The Empire Leaf Tobacco Co., Ltd. Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

Young & Newman, Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.

K. STRAUS & CO. IMPORTERS OF
DEALERS IN
HAYANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE


BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA
SEED LEAF TOBACCO
112 N. ELEVENTH ST.
PHILADELPHIA.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCO

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.

Long Distance Telephone, Market 3025.

Importers

of **Sumatra Tobacco**

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

stating just how the company stands with regard to the matter, and saying that the company expects to furnish their customers with exactly the kind of goods they want, regardless of any demands made upon them.

It is believed here that this movement originated in the aggressiveness of certain manufacturers in Indiana trade, and which have recently added many more agents to their forces in this State.

William L. O'Connor said: "We do not anticipate any trouble in supplying our trade with the goods that it wants. The best selling lines will be pushed, without regard to whether they are made by the trust or independent factories."

DEMANDS REPEAL OF IRISH TOBACCO BILL.

W. Redmond Calls on House of Commons to Rescind Obsolete Statute

Mr. W. Redmond, who has been persistent in his endeavors to get an amelioration of the law affecting the production of a native tobacco, has introduced a bill into the House of Commons to repeal the statute which prohibits the growing of tobacco in Ireland.

The bill is "backed" by Mr. Hayden, Sir Thomas Esmande, Mr. Charles Devlin, Mr. Patrick O'Brien and Mr. Joyce. The preamble recites that it is of the greatest importance that every attention and encouragement should be given to the produce and manufactures of Ireland, but that by the Tobacco Cultivation act of 1831 the cultivation of tobacco within the Kingdom of Ireland and the exportation of the same from thereto is prohibited.

The bill provides: "From and after the passing of this act the Tobacco Cultivating act of 1831, or any other act made in this Kingdom which prohibits or restrains the setting, planting or improving the growing, making or curing tobacco, either in seed, plant or otherwise in the Kingdom of Ireland, shall and is hereby repealed and made void."

JAPAN BUYS TOBACCO.

Agents in Cuba Stock the New Monopoly.

Havana, April 6.—The Japanese Government, which will establish a tobacco monopoly on the first of July already has its agents in Havana buying a supply of leaf tobacco. One of these representatives says the Mikado's Government is anxious to negotiate a special treaty with this republic, exchanging tea for tobacco. He was surprised to find that very little

tea is used by Cubans. This Japanese official believes that a fairly good quality of tea might be grown upon the hills overlooking the city of Havana; but he says Japanese experts in tea culture must be employed, if planters making the experiment here would succeed in their efforts to introduce tea. In this connection, it is announced that President Palma will request authority from Congress to establish a Cuban legation at the capital of Japan, to be in charge of a minister resident and consul general, with a secretary, chancellor and military attache. Mr. Ramsden, a son of the former British consul at Santiago de Cuba—now acting as Cuban consul in the Orient, with a score of vice-consuls and consular agents of the different ports of Japan, China, Korea, Hong Kong and the Philippine ports subject to his superior jurisdiction—will probably be placed in charge of the projected legation at Tokio. His wife, by the way, is a Japanese mestizo—a native of the capital of the Philippines. He was married in Manila during the Spanish-American War—when he was located there as the acting British consul, also in charge of the American interests. His wife's family was very wealthy.

New Factory in Albany.

G. W. Van Syke & Horton, cigar manufacturers, have leased the building formerly occupied by the American Cigar Company on Arch street, Albany, and will take possession at once. The building was specially erected for the purpose, and is one of the best adapted premises in the state. It affords ample facilities for 500 workmen.

High Wages in Boston

Tobacco Strippers Union, No. 1, of Boston, is said to have 750 women members, and these union tobacco strippers are said to receive 3 1/4 cents a pound for seed leaf and 6 cents a pound for Havana, and that the average weight per day for a good stripper is forty pounds of seed leaf and twenty-two pounds of Havana tobacco.

American Tobacco Company Gets Another Plant.

The Reynolds Tobacco Company, of Bristol, Tenn., one of the oldest independent companies in the South, has been bought by the American Tobacco Company, and in all probability will be consolidated with their Durham, N. C., branch. The price paid is not given out.

Ben. L. Dulaney of Washington owned the controlling interest.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---**HABANA, CUBA.**
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SMALLER IN QUANTITY—BETTER IN QUALITY.

The Stocks of Old Leaf in Havana Are Not Large, But Some Good Lots Can Yet Be Found—Will All Be Needed Before New Crop Can Be Used.

Owing to the limited number of buyers from the North, coupled with the lessened movement in the cigar factories in Havana, the market has not been active during the past eight days, and this has been reflected in the reduced number of bales which have changed hands. Prices remain firm for all good goods, and, while the stocks are not large, there are some desirable lots to be had yet of certain growths, and which in all probability will not need to go begging. The weather is still too unfavorable to permit dealers to start their packings upon a large scale in the Vuelta Abajo, as well as in the Partido district, although in the latter region some escogidas are working now and others intend to start very shortly. From the Remedios section reports to hand state that, excepting isolated vegas where some capaduras are still growing, the crop as a whole has been harvested. The quantity is said to be considerably smaller than last year, but, on the other hand, the quality is pronounced to be far superior to the 1903 growth, and particularly suitable for the United States. Owing to the heavy body of the leaves it is said the tobacco will require the customary 40 days of "pilon" (or being piled up), therefore, if it rains sufficiently by the middle of this month to give the necessary humidity, it will be the end of May or the beginning of June before any packing can be started. While it is yet too early to predict anything with accuracy, the universal opinion is that the 1904 crop can only be counter upon as being fit for working by the manufacturers in the fall of 1905, and under these circumstances the latter ought not to neglect to provide themselves with enough stock to last them until that time, as prices of this article are liable to advance at any time.

Sales amounted to 2500 bales in all, or 1550 of Vuelta Abajo, 200 of Partido and 750 of Remedios. The United States buyers purchased 1400, and the local manufacturers 1100 bales.

BUYERS COME AND GO.

Arrivals—Emil Auerbach, of S. Auerbach & Co., New York.

Departures—M. Mendenez, for Tampa; Emil Auerbach, for New York; J. L. Kemper, for Baltimore, Md.; A. J. Haya, for Tampa.

HAVANA CIGAR MANUFACTURERS.

There is a slight falling off noticeable in the receipt of orders, but this

may be only temporary, although the two months of April and May are usually the duller in the year for the Havana factories, as the importers of cigars do not like to carry heavy lines of stock in the United States, owing to the demand for fresh cigars by the American smoker, and they are now waiting to see how the new crop goods may turn out. Great Britain, on the other hand, is the country where the public calls for a well-seasoned cigar, and orders are still being received from this quarter, as well as from the South American republics. The calls from Germany are also only moderate, while the curiosity to know how the new cigars may turn out has not been satisfied yet. The Germans as a rule prefer to smoke "alto algalagarte cigarren," or old, well-seasoned cigars, although this custom may be on the wane, perhaps, in the Fatherland.

The Sol factory expects to receive the first few sample bales of the new Vuelta Abajo crop during the coming week, and intends to use the wrappers as soon as they are cured enough to be workable, in order to show their customers how the new cigars will look. The fillers, of course, will be of the old crop yet, as even the lightest part of them would not be fit for working before July or August, if then.

While there have been statements of the American Cigar Co. and the Consolidated Co. published in the North, it has caused comments in the press and by the public that the Havana Tobacco Co. has issued no statement whatsoever.

None of the independent factories here can boast of having had a brilliant year, but most of them have at least been able to make their expenses and a trifle above, therefore, in the face of a tremendous competition and the very high prices paid for the raw material, they are hopeful of doing better this year, if the latter should be obtainable at more reasonable figures. Among the factories that are working with fair forces may be counted Sol, Ramon Allones, El Rico Habano, A. Fernandez Garcia, Romeo y Julieta, Punch, Partagas, El Crepusculo and others.

Florentin Mantilla has sold his cigar factory to Diaz Carreno & Co. and Francisco Menendez, of the La Belinda factory, also sold out some weeks ago to Lopez, Corral & Co.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Emil Auerbach has purchased 800 bales of Vuelta Abajo and Remedios for

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPER'S OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Vuelta Abajo and Partido Tobacco
PRADO 125,

Cable:—ZAIDCO

HABANA, CUBA.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER'S OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba.
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse

AND
COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108-110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana
Cable: ONILEVA.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39-41,
Habana, Cuba.
Cable Address: "Cuetaara."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of

Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

his firm—S. Auerbach & Co., New York.
Rabell, Costa & Co. sold 400 bales of
Vuelta Abajo to local factories.

J. L. Kemper secured 687 bales of
Vuelta and Remedios tobacco, the best
to be had in the market, during his two
weeks' stay here.

Muniz Hnos & Co. reduced their
stocks by selling 300 bales of Remedios
and Vuelta Abajo, and have very little
left of the 14,000 bales which they re-
ceived from the country last year.

Jose Menendez has begun his escogidas
in El Calmito and La Salud.

Sobrinos de A. Gonzalez disposed of
200 bales of Vuelta Abajo and Remedios.
H. Upmann & Co. bought and sold
850 bales of all kinds of leaf upon a
commission basis, and shipped 350,000
cigars last week.

G. Salomon y Hnos closed out 200
bales of Vuelta Abajo from their stock.

Aixala & Co. have been busy riding all
over the country and purchasing some
of the finest vegas in the Tumbadero dis-
trict, preparatory to opening up their es-
cogida in San Antonio de los Banos.
They also secured enough bundles of a
high class of Remates to pack about
2000 bales.

Rodriguez Bautista & Co. sold 200
bales of Vuelta Abajo from their stocks.

Jorge & P. Castaneda are getting ready
to open up their two escogidas in San
Antonio de los Banos by the middle of
April, and they may start another pack-
ing in another place.

Loeb-Nunez Havana Co. disposed of
150 bales of Partido and Remedios to
local and Northern buyers.

Leonard Friedman & Co. sold and
shipped 200 bales of Vuelta Abajo and
Remedios.

Gran, Planas & Co. closed out 150
bales of their fine Remedios holdings of
the 1903 crop.

Bruno Diaz & Co. bought and sold 100
bales of Partido to one of their numer-
ous friends in the North.

A. M. Calzada & Co. disposed of 150
bales of all kinds of leaf to Northern
buyers.

Mark A. Pollack has been kept busy in
attending to the wants of his custom-
ers, purchasing about 700 bales of vari-
ous kinds of leaf.

Suarez Hnos sold 100 bales of Vuelta
Abajo to a local factory.

Jose F. Rocha closed one transaction
of 100 bales of Vuelta Abajo.

Manuel Garcia Pulido disposed of 100
bales of new Vuelta Abajo "Libra de
pie" as quickly as he received them from
the country.

Antonio Suarez has got rid of all his
holdings of the 1903 crop, and now only
has several hundred bales of Vuelta
Abajo, 1902 growth, on hand, out of
which he turned over 100 bales during
the past week.

Receipts of Tobacco from the Country.

	Week Ending	Since
	Apr. 2,	Jan. 1,
	Bales	Bales
Vuelta Abajo	587	3,827
Semi Vuelta	1	228
Partido	343	2,544
Matanzas	—	110
S. Clara & Remedios	16	5,050
Santiago de Cuba	—	242

Total 947 12,001

The March Output

In the Ninth Internal Revenue District
Shows a Small Gain—Inter-
esting Local Notes.

Lancaster, Pa., April 11, 1904.

As time goes on the buying of the
new crop is becoming more vigorous and
it may be said that there are, perhaps,
very few houses that have not bought
considerable.

The outlook in old goods is also some-
what brighter, for which no large trans-
actions have been announced. They are
more numerous, and in the volume of
the whole the amount of business now
being done is fairly good. John D.
Skiles, I. H. Weaver and B. F. Good &
Co. were among the principal packers
making sales during the week, outside of
those doing considerable business among
local manufacturers and dealers.

The sale of revenue stamps in this
district for the month of March shows
sales amounting to \$183,898.64 for ci-
gars and cigarettes; \$2779.16 for tobac-
co, and \$23.84 for snuff. The receipts
for cigars for February were \$173,063.
76, an increase over that month of
\$10,734.89, but as compared with the
month of March, 1903, which was \$197,
003.70, it shows a decrease of \$13,195.05.

Luther M. Case, of West Winsted,
Conn., was in town a few days last
week.

In the vicinity of Akron the cigar
trade is reported rather dull at present,
and most factories working only on
short time.

At the lithographing establishment of
J. E. Hertgen they report that they
are very busy, and it is a fact that they
are working at night to fill some orders
promptly.

Walter S. Bare, of Lititz, has had
a good run of business ever since open-
ing on January 1, and as he informs
me, he is making only higher grades of
goods; nothing under \$25 per thousand,
and from that up to \$65. Some good-
sized orders are in hand again this week.

The Denver factories have now a
pretty steady trade, and a number of
cases were shipped last week by E.
Reninger and the Garman Cigar Co.,
the former of which is a strictly union
factory. Trade is also increasing with
M. Slabach, a union factory.

John McLaughlin, the wholesale to-
bacconist, is now comfortably housed in
his new store at 307 North Queen street,
(Concluded on page 23.)

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama

Cable: Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

La Adelpia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

*J. & E. Cranz, Importers of New York Amsterdam.
Sumatra Tobacco, 144 Maiden Lane, Trieste*

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Aguilon de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Rosa de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

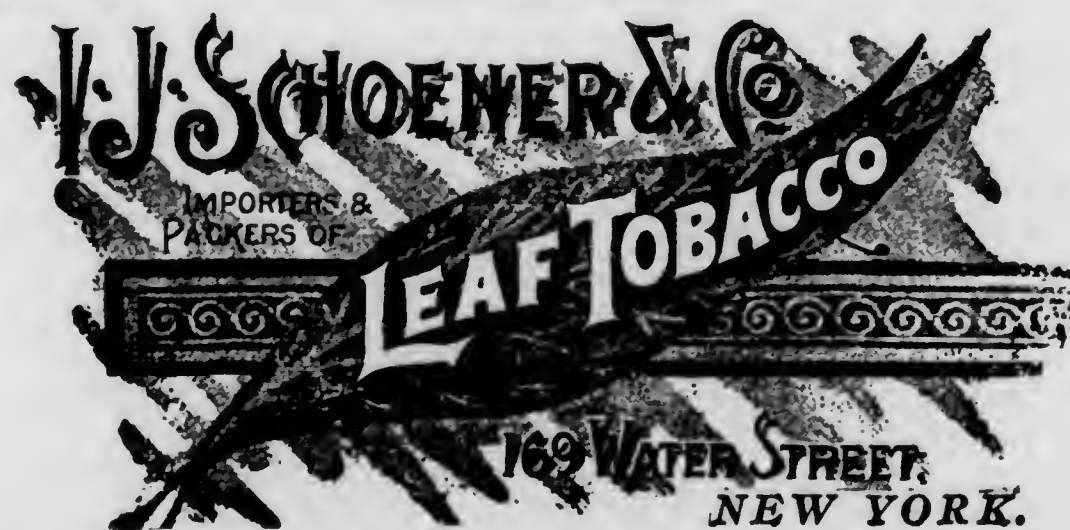
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

R. SCHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HABANA TOBACCO

138 MAIDEN LANE,
NEW YORK.

Almacenes de San Jose, HABANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HABANA TOBACCO

New York Office:
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.

Havana Office:
AMISTAD 95,
HAVANA.

Established 1840.

Cable "Mergl."

Hinsdale Smith & Co.

Importers of Sumatra & Havana
and Packers of Connecticut Leaf

125 Maiden Lane,
NEW YORK.

EDMUND H. SMITH
EROS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman. NEW YORK.

JOS. S. GANS

MOSES J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of Leaf Tobacco

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HABANA TOBACCO
and Packers of LEAF TOBACCO
197 Water Street, New York

TOBACCO NEWS OF GREATER NEW YORK

The Metropolitan Tobacco Co., of this city, have issued a circular to the trade announcing that Corn Cake smoking tobacco, formerly manufactured at the Spaulding & Merrick factory, Chicago, will hereafter be marketed by the American Tobacco Co., orders for which will be accepted and filled by the Metropolitan Tobacco Co. at the following prices: 16 oz. cloth bags, 25 pound cases, 20 cents per pound; 8 oz. bags, 21 cents per pound, and 2 1/2 oz. bags in 5 pound cartons, and packed in 30 pound cases, 22 cents per pound. With each pound of Corn Cake will be given free a corn cob pipe. A combination of Corn Cake and Big Bale may also be made up as a cover on purchase of Duke's Mixture in the proportion of 5 pounds of Corn Cake or 5 pounds of Big Bale to single cover 5 pounds of Duke's Mixture for which 2 cents per pound will be deducted from the face of invoice of Duke's Mixture, or with a combination order for 10 pounds of Corn Cake or 10 pounds of Big Bale to double cover 5 pounds Duke's Mixture for which 5 cents per pound will be deducted from face of invoice on purchase of Duke's Mixture. Drum and Victory, granulated tobaccos, were advanced one cent per pound on all sizes and Uncle Ned was advanced two cents per pound on all sizes.

G. Falk & Bro., the well known Water street leaf tobacco house, have engaged Harry Goldsmith, as a Western representative. Mr. Goldsmith is already well known in the trade, having been for many years connected with Young & Newman, leaf dealers of Philadelphia.

Edgar J. Stachelberg & Co., of this city, is removing his household effects to Tampa, Fla., at which place he expects to make his permanent home for the purpose of being able to give closer attention to the Stachelberg factory located at that point.

F. Garcia & Bros. will remove on May 1st their office headquarters from 126 Chambers street to 22 Warren street, where new and handsome fixtures are now being installed.

A meeting of the Clear Havana Cigar Manufacturers' Association was held at the Astor House on Friday afternoon. Business of a routine nature only was transacted.

The United Cigar Stores Co. have instituted a novel plan of operation for the benefit of their employees. It will be a profit sharing among the managers of the

New York stores, and if found practicable it will no doubt be extended to other cities wherein the company is operating retail establishments. This will be done on the basis of a certain amount of business, and it is believed to be an exceptional opportunity for the various local managers.

B. Feifer & Co's. cigar factory, 298 Bowery, was damaged last week by fire and water to the extent of \$3,000.

Lewis Bremer, of H. C. Nolan & Co., Philadelphia, was a visitor in this city last week, and while here made his headquarters with T. J. Donigan, the well known Centre street cigarist.

Landfield Bros. & Co., of Tampa, Fla., will open an office at 320 Pearl street, and will remove their cigar factory from 222 Greenwich street to that address.

A creditors meeting of Sutter Bros., Inc., which was held in Chicago on the 6th inst., was adjourned until the 28th inst., pending the confirmation of the composition by the court for which application had already been made. It is expected that they will be able to resume business in thirty days at least.

According to the report made by Levi, Blumensteil & Co., there appears to be a growing demand for choice Porto Rico tobacco. They also announce that some good sized sales have been recently consummated.

C. K. Faucette, Secretary of the Continental Tobacco Co., has returned to his New York headquarters after a pleasant business trip through Virginia and the Carolinas.

Wm. Neuberger, with Jos. Hirsch & Son, returned to New York City last week, after attending several of the earlier inscriptions at Amsterdam, and will immediately resume his activity on the road.

John W. Surbrug, of the Surbrug Co., of this city, has been appointed treasurer pro tem to take the place of Adolph Osterloh, lately resigned as treasurer of the Independent Tobacco Manufacturers' Association of the United States.

N. Tolpin, a leaf tobacco dealer at 195 Pearl street, has effected a settlement with his creditors on the basis of 25 per cent secured. The total liabilities were about \$4,000.

The American Tobacco Company has declared the regular quarterly dividend of 2 per cent on its preferred stock, and a dividend of 3 per cent on its common stock, payable May 1.

Trade Notes

The brands of the Robards Tobacco Company, of Henderson, Ky., were sold recently at a bankruptcy sale, to H. N. Martin & Co., of Louisville, Ky., who it is now believed will continue to manufacture at Henderson as well as Louisville. At a meeting of the Board of Governors of the Tobacco Association of the United States, held recently at Richmond, decided to hold the next meeting of the Association at Old Point Comfort, Va., on July 5th and 6th.

The Seyler Cigar Co., has been incorporated in Baltimore, Md., with a capital of \$1,000, by J. Christian Schmuck, Geo. V. Seyler, Wm. R. Seyler, George Herman and Joseph S. Marzak.

The Endorso Cigar Co., of New York City, incorporated with a capital of \$500 by John D. Manton, H. J. Brightman and A. Douglass.

Consumer's Cigar Co., of Damariscotta Mills, Me., has been incorporated for manufacturing and selling tobacco in all its forms, with a capital of \$500,000. President, F. J. Crolins, Boston, Mass.; treasurer, W. B. Clarke, Damariscotta Mills; directors, F. J. Crolins, W. B. Clarke and E. D. Hayford, Portland.

Stauber & Froehling, cigar manufacturers and dealers at 18 W. 2nd street, Fon du Lac, Wis., have made a voluntary assignment for the benefit of creditors. Liabilities are given at \$5,800 and assets at \$4,500. The creditors are principally tobacco dealers in Milwaukee and Chicago.

Geo. M. Timberlake, a prominent cigar and tobacco dealer at Lafayette, Ind., has just thrown open to the public a model new establishment.

A new cigar factory is being started by T. D. Scheske, at Greenville, Ill.

The cigar factory of Ambrose Miller, at Tyrone, Pa., was recently destroyed by fire, causing a loss of \$2,500.

G. Liebman & Delleve are erecting a new tobacco storage house at 206 E. Fayette street, Baltimore, Md.

The cigar firm of Philip Klaffer, Youngstown, O., has been succeeded by Klaffer & Sauber, who have secured new premises on W. Federal street, which are handsomely fitted out.

The Tri-Angle Cigar & Cherooot Co., of Richmond, Va., has filed an amendment to its charter permitting the change of the corporate name to McCabe-Reid Company.

The Sparrow & Gravely Tobacco Co Company, of Henderson, Ky., were sold recently at a bankruptcy sale, to H. N. Martin & Co., of Louisville, Ky., who it is now believed will continue to manufacture at Henderson as well as Louisville. Sparrow was elected president.

The cigar factory of H. Engler & Co., of Key West, Fla., was completely destroyed by fire last week.

J. Grumbacher, wholesale tobacconist at Trenton, N. J., has engaged the services of Nat. Morris, formerly in the cigar and tobacco business at New Haven, Conn.

The Dierdorf Cigar Co. has been organized at Grand Rapids, Mich., and has opened a store and factory at 521 S. Division street. Mr. C. W. Dierdorf was elected president and treasurer, W. E. Dierdorf, vice president, and J. C. Emmert, secretary.

J. O. Bear, formerly in the wholesale cigar business at Pueblo, Col., has purchased the W. Smead cigar store at Seattle, Wash.

The Wells, Whitehead Tobacco Co., Wilson, N. C., have engaged the services of R. N. Parrish, formerly a cigarist at Richmond, Va., as a traveling salesman in the interest of their Carolina Brights and other products.

Doerr Bros., of Portsmouth, O., have put upon the market a new brand of cigars known as the P. C. C., called after the Portsmouth Cycle Club, which is quite a popular organization in that town.

F. J. Brandt, formerly proprietor of a cigar factory at Weiser, Idaho, has disappeared from his place and his whereabouts are unknown. It appears that he went to Weiser from Grand Island, Neb., some time ago, and a few days since sold half of his interest in the business for \$400, and it is said that he does not owe any bills and the cause for his departure is a mystery.

John N. Harris has disposed of his cigar factory at Mitchell, S. D., to Mr. Stroberger, and has taken a position as salesman for Penn Bros., Sioux Falls.

Thos. H. Woody, pioneer tobacco manufacturer, of Petersburg, Va., died at home at that place on the 5th inst., at seventy years of age. He had been for thirty five years connected with the tobacco business as manager of the tobacco factory of T. B. Tenant & Co., and then in the factory of David Dunlop, from which position he resigned a few years ago.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."

Choice of the Market

10¢

5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H.S. SOUDER
MAKER OF
CIGAR BOXES
AND LABELS

Private Designs a Specialty

Telephone
SOUDERTON, PA.
Metal Printed Labels

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Combination
SCRAP
-- Filler --

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
MRS. M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Largest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High.
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191) John New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

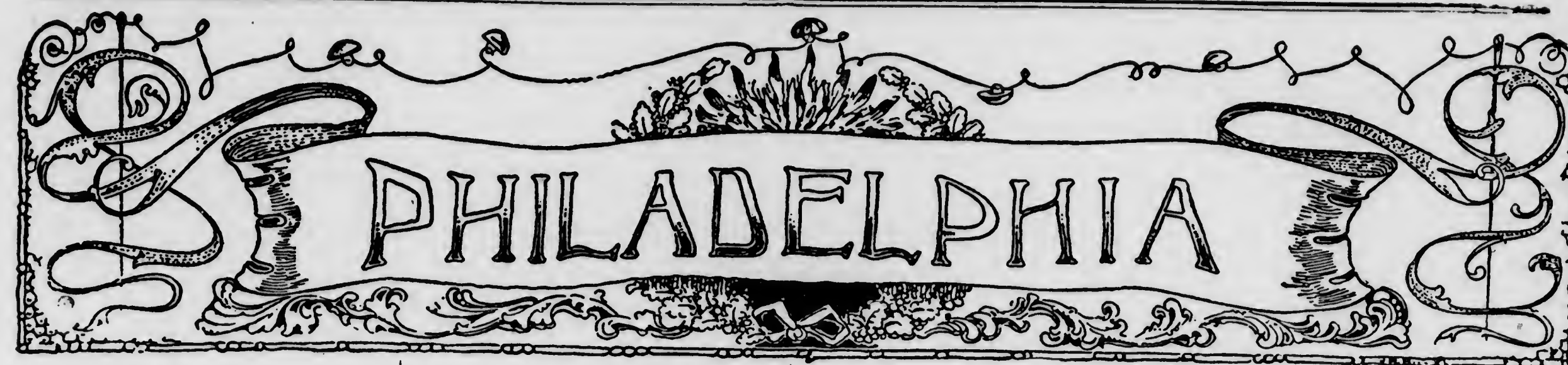
A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —



THE MARCH OUTPUT.

Internal Revenue Collector McCoach, of the First Internal Revenue District of Pennsylvania, has announced the returns for March as per the sale of stamps, which show an output of cigars in this district for the month of 48,553,250; little cigars, 33,000; cigarettes, 4,076,000; snuff, 387,740 pounds, and manufactured tobacco, 117,190 pounds. These figures show an increase over those of February, 1904 of 3,178,130 cigars, but a decrease of 182,200 as compared with March, 1903.

THE RETAILERS' APATHY.

The correspondent of a contemporary wrote his paper last week as follows: "The recent article and the editorial last week in the — on the Philadelphia Retailers' Association has been much appreciated in Philadelphia, and has helped in the desired object." Did it?

The last meeting of the Retail Dealers' Association of this city was held on March 24, and the editorial referred to appeared under date of March 26. How can such reckless statements be reconciled? Again, the writer ventures the guess that the paper concerned has not a bona fide circulation of 7 among the strictly retail dealers of the city of Philadelphia, where there are 7,000 places where cigars or tobacco are sold at retail. At any rate that over zealous correspondent seems to have gotten his purposes and the results slightly mixed. Maybe the egg nog mist had not yet fully cleared on the 6th, the day he is supposed to have prepared that brilliant report.

HARRY CLINE NOT GUILTY.

Philadelphia, April 6, 1904.
Editor The Tobacco World:

Your local reference to my store a week ago was much appreciated, although it has caused some little annoyance, for I have become somewhat mixed up with another Cline (except that he spelled his name with a K), who used to keep a cigar store down town, and in consequence I have been called on by several parties who have had bad accounts to collect, which the other Mr. Kline seems to have contracted but perhaps forgot about. It was only today that a salesman selling the — cigar called at my store, and upon seeing me stated that I was not the Harry Cline he was looking for. In justice to me, and to save me from further annoyance of that kind, will you kindly state that I am not the man who had the

store down town, for, as you well know, I have never had any other cigar store than my present place, where I have been since 1894. Thanking you, I remain
Yours very truly,
HARRY CLINE,
1408 N. 19th Street.

[Note.—Mr. Cline has been known to the Editor of The Tobacco World since 1889, and his reputation has always been of the highest character. We trust he will experience no further annoyance.—Ed.]

PRICE CUTTER IN DIFFICULTY.

Adversities have overtaken E. Link, proprietor of several cut price cigar stores in this city, where he operates four stores. The main place of business was on Germantown avenue above Oxford street, another on East Girard avenue and two on Callowhill street between 15th and 20th streets. He had been hard pressed for some time, and suit had been brought by one jobbing house which recovered the full amount of its bill. Further complications have, however, arisen since, and the ultimate outcome is now problematic. A number of jobbing houses are among the unfortunate man's creditors. Neither the liabilities nor assets have yet been announced. All of the stores were cut rate establishments.

A FOXY TOBACCONIST.

"Why is it some of you dealers remove the tin tags from a piece of tobacco?" asked a customer of a Chestnut street tobacconist the other day. "I pay for the weed, and the tag goes with it," added the purchaser.

"Well, I'll tell you. About seven-tenths of our customers throw the tag on the floor before biting into the plug. Now, the tags on certain brands of tobacco are of value, no matter how trifling. They draw premiums, and you would be surprised to know how they accumulate, especially when you are in this business. By removing the tag from every piece of tobacco I sell in a day I collect a sufficient number to draw a prize. Since I have been in the game I have obtained an alarm clock for every bedroom in my house, besides I have pocket knives, triple-plated silverware and numerous pieces of bric-a-brac. So you can readily observe how I save money and reap a larger profit on my stock," concluded the dealer, at the

same time exhibiting a cigar box filled with tags.

JOS. WEDELES IN PHILADELPHIA.

Joseph Wedeles, of the leaf tobacco firm of Wedeles Bros., of Chicago, Ill., was a visitor in the Quaker City this week, accompanied by their salesman, T. D. Hene, who was showing the trade a line of their Florida Sumatra and other tobaccos. We are informed that a very satisfactory business was done while here.

VALENTIN'S NOVEL WINDOW.

The display windows of A. C. Valentin, at 19th and Ridge avenue is frequently among the best dressed windows in the city, particularly upon the occasion of an approaching holiday. This year is no exception to the rule, and on Easter it again proved a source of much attractiveness. Several good windows for that purpose are at their command, and constant changes have been in vogue for years.

BRUCKER & BOGHEIN'S EXPANSION.

Brucker & Boghein, wholesale dealers in cigars, tobaccos and snuffs, at 2213 N. Front street, have purchased the cigar and tobacco jobbing business of Adam C. Walch, 205 N. Second street. They have removed the entire stock to their store and will continue the business by consolidating the same with their trade.

THE RUTHERFORD A SUCCESS.

The Rutherford cigar manufactured by the Allen & Marshall Co., of this city, is meeting with a notable success. It has been placed on sale at nearly every popular club in this city and is also rapidly expanding in popularity among the better class of retail dealers.

LA HILDA CIGAR FACTORY'S NEW HOME.

Owing to the purchase of the building heretofore occupied by the La Hilda Cigar Factory at 321 Chestnut street by the Fidelity Insurance Trust and Safe Deposit Co., the company has secured new headquarters at 231 Chestnut street, which premises already have historic fame, having been for twenty years—1873-1893—occupied by Stephen Fuguet & Son, which firm was in its time the most extensive cigar house in the United States outside of New York City. Chas.

M. Gudnecht, the president of La Hilda Cigar Factory, was during all those years associated with the firm of Stephen Fuguet & Son, and for the past eleven years, from 1893 to 1904, he has had his headquarters at 321 Chestnut street. A rather happy event now occurs by his returning in his official capacity to the premises wherein so many years were previously spent, and as Mr. Gudnecht said to the writer, "It seems like, in a very large measure, renewing old and pleasant associations in returning to this well known building after an absence of eleven years." The entire building at 231 Chestnut street will be occupied by the La Hilda Cigar Factory, who will use the upper portion of the building for manufacturing purposes, while the ground floor and basement will be used for office, storage and shipping facilities. Three months time has been devoted to a thorough remodeling of the place and equipping it throughout for their particular needs. It will also be remembered that the La Hilda Cigar Factory has already important connections in Tampa and Key West, and they now propose to enter more widely the field of importing goods from Havana.

MONTHLY MEETINGS FOR THE RETAILERS.

At a meeting of the board of directors of the Retail Cigar Dealers' Association of Philadelphia held on Thursday afternoon last, it was decided to hold regular monthly meetings on the fourth Thursday of each month, the next meeting consequently taking place on the 28th inst. It is announced by the officers of the association that matters of vast importance will be brought before that meeting and a full attendance is earnestly hoped for.

A COMMITTEE OF PHILADELPHIANS.

Felix Eckerson and John R. Young, of this city, have been prevailed upon by the board of directors of the National Cigar Leaf Tobacco Association to make arrangements for the holding of this year's convention, which takes place at Atlantic City, on May 2. In conversation with Mr. Eckerson yesterday the writer was informed that in all probability the convention would be held at the

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO
C. RUPPIN—LANCASTER, PA.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

Hotel Rudolph, and that he and his associate will visit that city within a few days for the purpose of finally completing all necessary arrangements.

The Camac Building and Loan Association, of which Mr. J. E. Tuck, the popular Market street retailer is president, will issue a new series of stock on May 1st. It is also announced that a number of retail cigar dealers are share holders in this association and others are invited to join them in the new series which will be open to subscription on the date mentioned above. The association has been quite successful and is the only one known in which cigar people in particular seem to be much interested.

Hipple Bros., leaf tobacco jobbers on Arch street, claim the distinction of having the largest line of Florida Sumatra tobacco on sale in their retail department of any house in this city, having this week opened eight new bales of an excellent type of Florida grown leaf.

Auction Sale of Leaf Tobacco.

The public sale of leaf tobacco advertised this week on page 4, and which has been already announced to the public by means of circulars, which have been sent to the trade, is the principal topic in tobacco trade circles today. Manufacturers and dealers alike expect to secure such lots as they desire for their own special purposes. We learn from information received from those in charge of the sale, that special care has been taken to distribute the most desirable sizes and grades of Zimmer Spanish tobacco among every small lot in a proportionately large number of cases, and larger than are ordinarily put in regular running lots. The Sumatra and Havana will be offered by the bale, with option of as many more bales of the same class of goods as may be desired by the bidder, which will enable manufacturers to secure as many or as few bales as may be wanted at their

own bid. With all the other tobacco specified in the advertisement the special new features at this sale (not usually permitted at public auctions) manufacturers and dealers from distant points as well as those from nearer by will perhaps find it to their advantage to visit Philadelphia and attend this important event, allowing themselves time enough to inspect the samples which will be on exhibition two days before the date of the sale, which will begin on Wednesday, May 4th, 1904, at 10 o'clock, A. M., at the Philadelphia Bourse Building, on Fifth street between Market and Chestnut streets, and is scheduled to take place in room No. 201.

Reading Notelets.

Reading, Pa., April 5, 1904.
D. M. Steindler, of the leaf firm of Steindler Bros., New York, has been in this city recently, and while here was the guest of Henry Rindskopf, the leaf dealer on North Sixth street.

Deppen & Co., have sold their cigar factory at Wernersville, Pa.
In my report last week I stated that Blachman & Nagle had dissolved partnership and that Mr. Nagle had joined Mr. Neithamer, the well known restauranter, in the N. & N. Cigar Co. It happens however, that Blachman & Nagle have not only not dissolved partnership, but that they are pushing their manufacturing business more aggressively than ever before, and that there are other Nagles in this city. Chas. E. Nagle and Hester C. Nagle have joined with John Neithamer in the formation of the N. N. Cigar Co. Their leading brands will be the Triple N and Major N.
Chas. W. Pottenger made a flying visit to Philadelphia last Saturday.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)
FOR RENT.—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Conveniences. Apply to H. W. HEFFNER, York, Pa.

ACCOUNT of good manufacturer of Pennsylvania cigars wanted on commission basis, by man now selling all jobs in New Jersey and New York States. Address Box 144, care of The Tobacco World, Philadelphia.

York County Budget.

Trade Improving at McSherrytown—Doings of York County Trade.

York, Pa., April 11, 1904.

Our local leaf men are now turning their attention to the new crop, and considerable quantities were received last week by Adair & Reiff. The goods will be assorted and packed as speedily as is consistent with good work. The tobacco was bought for them by Samuel Rosenman, a well known buyer.

A retail cigar department has been installed by Chas. Stallman on North George street, the well known wholesale tobacconist, who will make a specialty of fine domestic and imported goods. The advent was marked by an attractive display of Bondy & Lederer's Tom Keene five-cent cigars, for which he is a distributor.

The cigar trade in this county is slowly improving, and the opinion is prevalent that within a fortnight there will be a marked improvement.

Orders are beginning to arrive for Geo. A. Kohler & Co., on five and ten-cent goods, and the York factory will soon be running with a full force.

A project is now under way for the establishment of a large smoking and chewing tobacco factory to be established in this county, but some distance from York. It will be headed by men well known in the trade and thoroughly experienced tobacco men.

L. J. Smith & Co., of Red Lion, Pa., have sold their cigar factory building, and will soon begin operations elsewhere, as soon as a suitable location can be gotten.

John F. Sechrist, of Holtz, has had a good run of orders all this year, with a particularly large demand for his Uncle Joss. This cigar is made up in five sizes, and in five and ten-cent goods, and it seems that the brand was an instantaneous success, and in a very short time original orders were beginning to duplicate, and they are now growing at a rapid rate. Mr. S. also recently put on the market Two Cracker Jacks, a two-for-five cigar, that is beginning to sell very well in different sections of the country.

J. F. Reichart, a leaf tobacco dealer, at Craley, has been energetically pushing forward his business this year, and

is now handling a considerable quantity of goods in his section.

At Hanover there is considerable activity among several factories. A. P. Hostetter is running full time, and now has orders ahead for future shipments both to the East and West. Mr. H. has a number of brands that are successful sellers, and among them are the Stage Favorite, Blue Seal, Great and Only, John Kitchener, Duke of Naples and Venitian Guard.

C. E. Mattingly & Co., of McSherrytown, have made rapid strides in the cigar manufacturing trade since their beginning business less than three years ago, and a contract has been entered into for the erection of a new factory building which is needed to afford greater facilities for an increased force of workmen needed in turning out their product of five and ten-cent goods. They have a large Western trade, which is growing at a rapid rate. The house is also reinforced by an excellent salesman who is constantly on the road, and nothing is left undone that might aid in promoting the future success of his growing business.

The Geo. W. Parr factory, at Littlestown, is running a steady force of 75 hands. Their leading brands are the Parr Value and Lord Wharton. Mr. Parr will make an exhibit of his product at the St. Louis Fair, and a fine sample line is now being prepared. Last year was the best that has yet been experienced, but it is hoped to make this year exceed that of last year.

T. A. P. Carmen has bought a half interest in the Kohler cigar store, on West Market street, this city.

A new cigar manufacturing firm has been organized at Mt. Xarroll, Ill., by F. G. Edwards, Horace Griffith, Henry Ralsch, Charles Bailey and George Leigh. Horace Griffith is secretary and treasurer, and the business heretofore conducted by Mr. Leigh has been taken over by the new firm.

The Acker, Merrill & Condit Co. has been chartered at Newport, R. I., with a capital of \$25,000 by William S. Woodhull, Addison C. Ormsbee, Francis Dana, of New York, and for the purpose of manufacturing, dealing in, importing and exporting goods, wares and merchandise of every description without limitation.

The Paterson-Hoffman Cigar Co. has opened a cigar store at Main and Robinson streets, Oklahoma City, Okla.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of
FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in
Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
Mfrs
Supplies

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your orders give us an opportunity to quote you Our prices.

WE CAN
SAVE YOU MONEY

The Sternberg
Mfg Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

UNITED CIGAR
Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.



ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

A MONUMENT

TO THE

Energy and Enterprise of H. W. Heffener.

A model manufacturing plant, consisting of one of the largest and most thoroughly equipped cigar box manufacturing and label printing establishments that is perhaps known in the United States, has been recently erected at York, Pa., by H. W. Heffener, the veteran cigar box manufacturer and dealer in lumber, labels and cigar manufacturers' supplies.

So minutely have the plans for the construction of this plant been carried out through Mr. Heffener's instruction that it has been made an ideal establishment. The building is built in an L shape, the north wing measuring 133 feet and the east wing 130 feet in

each department of work upon the main floor would be practically in full view from his office, which is located in the center of the floor near the right angle of the L. The factory has been so arranged and constructed as to exclude the dust from the sawing, planing and trimming departments from pervading through the pasting and labeling establishments and other numerous departments.

The former building occupied by Mr. Heffener was quite replete with modern and improved machinery of all kinds, and there has been added to the outfit, brought from the old factory, one of H. H. Shepley Manufacturing Co's band



MR. H. W. HEFFENER.


length, and built of brick with stone basement walls. The building is a most novel one inasmuch as it is a two-story one with a basement, or in other words it was constructed on the single floor plan, with an immense basement of more than usual height, providing ample facilities for the storage of lumber and other stock, and which extends the full length of both wings. An engine, completely built in, of brick was erected and contains a 60-horse power engine and an 80-horse power boiler, which furnishes the motive power for the immense structure. Among other equipments there is also a Morse elevator of more than ordinary capacity. The floors are concreted, while the woodwork is coated with an anti-flame paint, and the building is said to be consequently almost fireproof.

Mr. Heffener's basic idea in preparing the plans as to have it so arranged that

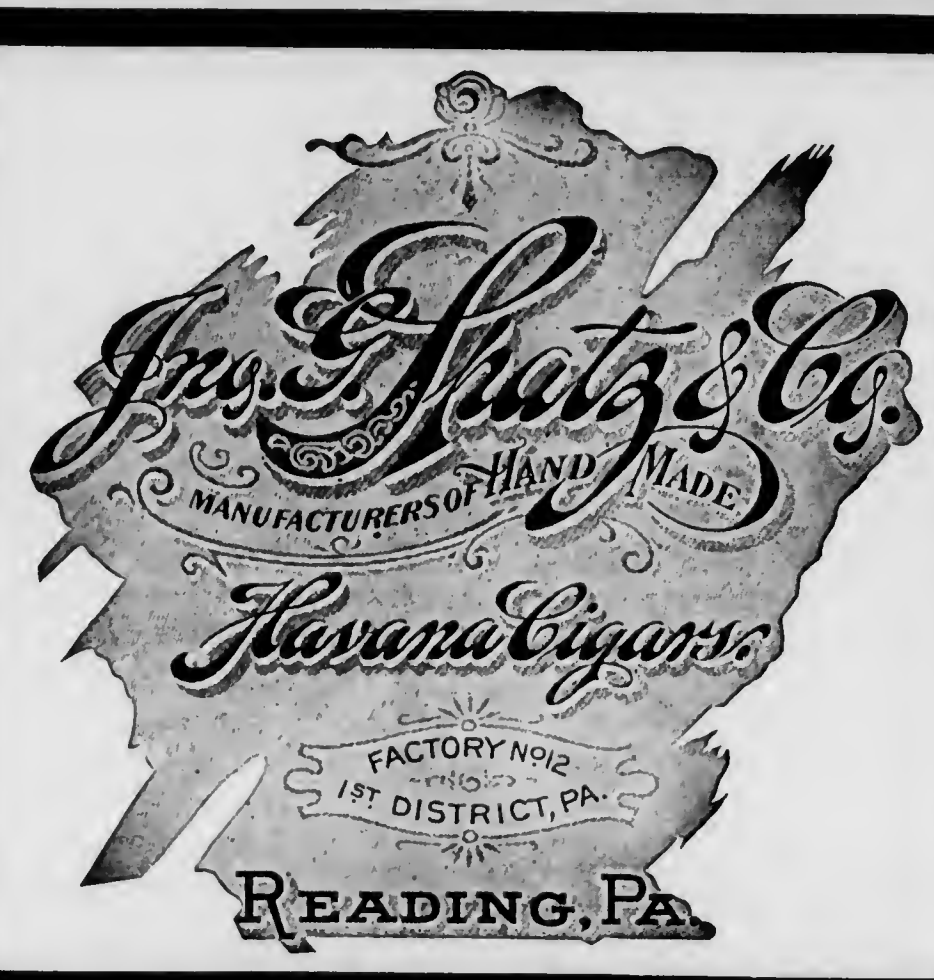
saws, a Lacy type of gang saw, three Leidy cross-cut saws, six Grammes nailing machines and one box trimmer. In the labeling and printing department there is perhaps a larger array of types and presses than is contained in the average commercial printing establishment, it being equipped with the latest and most improved presses, ten presses being kept busy almost constantly upon label work, and the character of the work compares favorably with that of any first class establishment.

A large space is devoted to the trimming of boxes, and a force of about thirty girls is employed in pasting labels, edgings and other trimmings upon the boxes. Mr. Heffener has long dwelt upon the theory of educating his help to the full extent of having accomplished the neatest workmanship and in this respect he claims to have revolutionized the industry to a remarkable extent.

AMERICAN EMPIRE




10 CENT



1ST DISTRICT, PA.

EL VOLCANO



5 CENT

By his untiring energy he has also succeeded in educating cigar manufacturers to the full need of using only the highest grade of work on their packages as an invaluable aid and selling factor to their respective products, so that today the trade of that section in its entirety demands exclusively the best as regards style and workmanship. It is also highly interesting to observe the high-class work of the wood embossing machines, which so delicately perform the work intended. These are operated by power from an electric motor, which has been placed for that purpose on the first floor, and from which are operated those massive presses with apparently the greatest ease, and which it is claimed are in this manner more easily controlled. It was a highly interesting department to the writer. A young lady attendant of one of these gold leaf embossing machines was performing the work with a nimbleness which seemed remarkable. The men in charge of the presses also seemed possessed with unusual knowledge of the mechanism and requirements of those machines.

The main label room is located on the main floor immediately adjoining the office, and in point of equipment and general utility is arrangement could not be easily surpassed, as it provides ample facilities for the handling of the numerous private and stock labels of the many customers of the establishment.

The office and counting room are also of handsome arrangement and furnishings. An increased force is being employed, and in addition Mr. Heffener is also being advantageously aided in his business by his son, Geo. W. Heffener, who has been carefully trained in the business by his father. Young Heffener is naturally endowed with much natural gift, and most likely an inheritance of business acumen.

It has been one of Mr. Heffener's well known traits ever since the beginning of his highly successful business career to keep in constant and close touch with his customers, which together with his high degree of probity and sterling integrity have brought him to the favorable attention of his present large and increasing patronage. Mr. Heffener is

to-day not only one of York's most highly esteemed citizens, but is also regarded as one of her most public-spirited men, and it is only befitting to say that this new factory will stand as a living monument to his achievements.

LANCASTER LETTER.

(Concluded from page 11.)

where he has a greatly improved store. J. G. Shirk last week received an order for considerable smoking tobacco to be shipped to Alaska, via San Francisco. The goods are now being gotten into readiness.

S. R. Moss is now spending a few weeks at a resort in Indiana for the benefit of his health.

Menno M. Fry, who has been confined to his home for some days, has improved considerably, and is again able to be about.

Lost, strayed, or stolen, the property of a leaf tobacco salesman, of this city, a dark brown moustache, said to be of nondescript type, and medium length. The accident occurred last week, somewhere between Lancaster and York. The owner is offering a suitable reward, and further promises to treat the rescuer to a free supper at Hostler's, consisting of spring chicken, dressed with alabaster sauce and green spinach, together with as many side dishes as may be necessary to make up a first-class meal. I am also requested to say that a hunting party, consisting of E. B. Sloat, has been organized to compete for the prize.

H. S. Meiskey, of Heiland & Meiskey, has just returned from a short business trip to Ohio.

Elam L. Zercher is opening a leaf tobacco warehouse on Arch street, near Walnut.

Ground has been broken for the erection of a large addition to the cigar factory of Stauffer Bros. Mfg. Co. at New Holland.

J. N. Hershey & Co. have just started in the leaf tobacco business at Florin, this county. The firm consists of J. N. Hershey, who was formerly in the coal and feed business at that place, and William Mowery, lately a salesman with E. L. Nissley & Co.

D. J. Simpson has again left this

city to resume his position as general office manager with Swisher Bros., at Newark, O. Simpson left Ohio about a month ago to come East, but before coming to this city made a short trip through Northern Ohio in the interest of a proposed new partnership to be formed in this city, but which was not really consummated, it is alleged, on account of a misunderstanding.

A. W. Zug is now distributing a large number of signs among his customers handling his Jennie Lee and Mamie Taylor brands, and states that his trade is extending at a very satisfactory rate.

On the 23d inst. the exhibits of leaf tobacco to be sent by the trade of this city will be forwarded to St. Louis.

The Iona Tobacco Co. has removed from Grant street to North Charlotte street, where a much larger building has been secured.

Trade-Mark Register.

HOME FAVORITE. 14,408

For cigars. Registered April 5, 1904, at 9 a m, by H. L. Strobeck, Red Lion, Pa.

TRIPS. 14,409

For cigars. Registered April 11, 1904, at 4 p m, by A. J. Yinger & Co., Camden, N. J.

NEVADO. 14,410

For cigars. Registered April 11, 1904, at 9 a m, by A. J. Yinger & Co., Camden, N. J.

CARTE DE VISITE. 14,411

For cigars. Registered April 12, 1904, at 9 a m, by Newton Elmer, Bridgeton, N. J.

REJECTIONS.

La Linda, Flor de Lola, Justice, Contesta, The New Era, Rita.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Cigar Lovers, Smoke Lovers, Italian-Swiss, Maiden Chief, Honor Brand, Lucy Gray, Brown Bragon, Walter Thomas, Jolly Smoker, Jolly Judge, Tropicans, Statuary, Kiddies, Jean Regnault, Romanelli, Benjamin Chew, Judge Jolly, R. G. Albury, Ottary Smoker, Little Al

vin, Gloriosa Suberpa, Pilgrim Joe, The New Park Store, Stilly Night, Comme Il Fout, La Zamisca, On the Town, William C. Braum, Sign Manual, Union Druggist's Trade Winner, Druggist's Success, Karl Bitter, King Aquah, King Menelik, Moro Chief, Homely Cop Perfecto, Captain Hammer, Flat Fumas, Hold on to a Good Thing, Pittsburg Panatelas, La Purada, Pickwick Club, Mr. Pickwick, El Ovando, Red Planet, La Montoya, Ali-son, Discus, Pa Terse, Darlington, Penn View, Haute Ecole, Union Hawk Cigar Factory, La Moalta, Sunny Smoke, Box Office, Lady Merit, True Rose, Royal Chief, Don Portillo, Don Bartholomew, Iviro, John Sharp Williams, El Indicio, Royal Straight, El Emfatico, Menesta, Boris, Cracow, Agostino, Bergamo, Bertolino, Bernaldez, Uarrega, Oderigo, Resende, Vasconcelos, Our Congressman Hon. W. S. Hill, White House Cigar Clippings, Azov, Borok, Grodno, Jaroski, Kromstadt, Staro, Vilna, Wolmar, Vladimir.

Edgerton Notes.

Edgerton, Wis., April 9, 1904.

Nearly all the tobacco warehouses of this city are now busily engaged in packing the new crop.

The United Cigar Manufacturers will open their No. 36 warehouse on Monday next, and will offer employment to a large number of people.

Chas. F. Tallard, who has been in New York, Philadelphia and other eastern cities for a short visit among the trade, has just returned to this city.

Joseph Cullman, of Cullman Bros., New York, and Julius Marqusee, also of New York, have been in this market some days.

W. S. Brill, representing the United Cigar Manufacturers, paid a visit to his house in New York last week.

Pipe Factory at Olean, N. Y.

The Utter-Wood Smoking Pipe Factory, now located at Mumford, N. Y., is to be removed to Olean, about June 1. The plant gives employment to about fifty people.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can—You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Wis.
Milton, Albany.

PACKERS OF LEAF TOBACCO

TELEPHONE
WIS.
READING, Pa.

STORAGE CAPACITY 10,000 CASES

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA

10¢

10¢

MANUFACTURED BY **A. B. CLIME** TERREHILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFES CHOICE
POINTED ARROW SHARP KNIFE
VAMPIRE

5¢

5¢

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



BURNETT'S NEW STAND.

The R. D. Burnett Cigar Company formally opened its new store at the corner of First avenue and Twentieth street, Birmingham, Ala., last week. To say that it is a beautiful place is a mild expression, for the company has spared neither pains nor money to make this one of the prettiest and most attractive cigar stands to be found in the United States.

The stand occupies the portion of the building formerly used by the First National Bank, but one would hardly recognize it as the same place. Nearly \$20,000 has been put into the place in improvements, and it is now a "smoker's paradise."

All the fixtures and furniture of the place are of cedar, rose tinted, and there are many white tile cigar cases, which make the place even more attractive. The floor is mosaic and very handsome.

On the Twentieth street and First avenue sides of the stand are the cases for the distribution of cigars at retail, while in the rear is an immense plate glass store room for domestic cigars and cigarettes. On one side of the store, opposite the Twentieth street entrance, is the office, and behind that Mr. Burnett's private office. In the corner is a large humidor made of Spanish cedar and with white tile rocks, where the imported and clear Havana stock is kept. This portion of the store alone cost in the neighborhood of \$3500. It is made of plate glass, and is mechanically arranged to keep the cigars at a certain temperature and moisture all the time. The heavier goods are kept in the basement.

The headquarters of the company will be in this place, which is the largest cigar stand in the South, while there are four branch stores, one in the Hotel Hillman, one of the Florence Hotel and one in the First National Bank Building.

TO INVESTIGATE A SALE.

Fred B. Griffin, receiver of the International Tobacco Culture Corporation, made application to Judge Wheeler in the Superior Court at Hartford, Conn., last week, for a confirmation of the sale by him of real estate and personal property of the corporation. Frank B. Williams, representing the receivers of Sutter Brothers, asked that confirmation be postponed for a week that his clients might have an opportunity to make an investigation.

Mr. Griffin sold the real estate for \$20,000. Sutter Brothers were among the principal owners of the property. Counsel for Sutter Brothers said that the receiver of Sutter Brothers had hoped to get more for the property and if \$20,000 was all that was to be had there would be little or no dividend for

the creditors. He did not know but that \$20,000 was all the property was worth, but he wanted an opportunity to investigate.

Lewis Sperry and Warren B. Johnson represented Mr. Griffin. A New York lawyer associated with Mr. Williams said that no trustee had been appointed for the estate of Sutter Brothers and Mr. Sperry asked him if it wasn't a fact that 90 per cent. of the creditors of Sutter Brothers had agreed to take 25 per cent. in settlement of their claims. The New York lawyer didn't know as to this, but he said the offer of composition made by Sutter Brothers had not been confirmed. Judge Wheeler continued the matter for a further hearing on Wednesday.

RECEIVERSHIP OPPOSED.

Application was made by Robert H. McCarter last week to Vice Chancellor Reed, in Newark, to vacate the order granted some time ago to show cause why receivers should not be appointed for the Universal Tobacco Company, and why the company should not be restrained from issuing the proposed \$1,000,000 mortgage bonds.

James B. Vredenburg, counsel to Camille Weidenfeld, of the minority stockholders, who was complainant with Edwin H. McAlpin and others in the original suit, but who did not agree to the recent settlement, opposed the application. Decision was reserved.

POWELL & GOLDSTEIN BUSY.

It was reported around town that all the cigarmakers in the city were enjoying a vacation on account of the lack of activity in the tobacco business. Julius M. Goldstein, of the firm of Powell & Goldstein, employing nearly three hundred hands, told your correspondent this evening that all of his force was working the usual hours, and that he had not felt the alleged business depression. There are a number of cigarmakers out of work in Oneida, but it is general at this time of year to experience a dull period. Robert A. Hill, of the Oneida Cigar Company, reported that business was good at their factory and a like report was received from J. M. Bennett & Son.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.



La Imperial Cigar Factory

J. F. SECHRIST,

Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE.

Capacity, 25,000 per day.

Prompt Shipments guaranteed.



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



Bear Bros.

Manufacturers of

FINE CIGARS

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Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



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Joe F. Willard is Our Popular Leader.

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RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

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High Grade

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CAPACITY 75,000 PER DAY.

ESTABLISHED 1871.

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M. H. Clark & Bro

Leaf Tobacco Brokers,

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All our business is transacted Direct with the Wholesale Houses. Please place yourself in correspondence with us. WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Large Line of 1900, 1901 and 1902 B's.

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STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...

If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



THE NEW ENGLAND TOBACCO CROP.

The Spring is About a Month Later Than It Was in 1903.

April 1 is the date on which tenants take possession of leased farms, and it may be said to be the beginning of the farm's fiscal year. This year it finds the season nearly a month behind that of 1903. A reporter for The Times took a drive, Monday, through the Forbes street section of East Hartford and found the farmers there still hibernating. Most were still at work on the 1903 tobacco, whereas a year ago at this time they were afield preparing the tobacco beds for the new crop or plowing the land.

"Prepared Cloth."

Various farmers said yesterday that in the past winter frost had penetrated the ground from three to five feet, and that its effects will have a decided bearing on the 1904 crop. Not a few incline to the belief that the spring is likely to be chill, as well as late, that the land will retain the chill after the surface appears to be mellow and warm. To counteract this chill as well as to make up for the tardiness of the season a number of tobacco men intend to use on tobacco beds the "prepared cloth" which sheds water, mellowes the land underneath and retains the soil's natural heat. The cloth is chemically prepared and is slightly heavier than the unprepared. Tobacco stems in evidence.

Bales of tobacco stems are in evidence on many fields. In fact it seems as if stems are more to be used than for a year or two in the section visited. In a few days two barges of stable manure will arrive at the Fox dock on Nantux avenue from New York city, and a large part of their contents will be taken to the Forbes street section. According to some informants less stable manure than a year ago may be used, stems and the so-called "green manure" making up the deficit.

Mr. Handel's Success.

In that locality Christian Handel is the only grower to cling to "tent" tobacco. He had fine success with his 1903 crop, whose yield he estimates at about 1100 pounds to the acre. His 1902 crop he sold direct to the manufacturer. Mr. Handel has a new hot water addition to his main shed, and this gives him an excellent force sweating establishment. The only part of this tobacco land which he plowed in the fall was the four acres which he has in his "tent" field. After the plowing he sowed oats for "green manure" to be plowed in with the stable manure. Later his commercial fertilizer will be harrowed in. His outside acreage will be fourteen, the same as last year.

Acreage the Same.

The acreage in the Forbes street section will be nearly the same as a year ago, in spite of the 1903 discouragements. There are indications that a year or two later this acreage will be added to. Frank D. May, who has purchased the Charles M. Smith farm, has cut the trees in the old apple orchard on the place and will in another year plant the land with tobacco. Mr. May has contracted to build a large shed. Considerable wood land has been cut off this winter, and a part of this may be used in a few years for tobacco.

The Beaudry land, about half a mile north of the Glastonbury line, is now

taken by Charles Brown, and tobacco is to be raised on it, probably with more success than in 1903.

Nearly every grower has pans of apple mold sprouting tobacco seed by the side of or over his kitchen range. Some growers are ready to spade up or plow the ground for tobacco beds the first warm day, and, as said, a number are desirous to partly make up for the season's lateness by using the "prepared cloth."—Hartford Times.

"SOLLIDAY'S BRANDETTE" for cigar manufacturers, and 1001 cigar advertising novelties and specialties; cigar pouches and caps; cigar manufacturers' stationery and printing. Write for particulars today.

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KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

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Manufacturers of

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SMOKERS' ARTICLES

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"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.



10c.

A Perfect Cigar.

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A Delicious Smoke.

Strictly Hand-Made.

They Are Deservedly Popular.
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We use the **BLUE LABEL** of the Cigarmakers' International Union of America
WE SOLICIT YOUR CORRESPONDENCE.



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Wholesale Manufacturer of

High Grade Seed and Havana

Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

I have heard of one case of the blues this spring. A farmer who is considered quite well to do sold his crop of tobacco at a low figure to one of the buyers not far from this place. The crop has sorted out more than 40 per cent. light wrappers. It was claimed by men who are good judges that it would be a good crop for any year. But the cry had gone out that it was the poorest crop raised in a number of years, and he thought that if other crops were poor, his of course was poor, too. Now, it would have profited that man if he had asserted his own crop. That is one instance; I have heard of others. If a grower would go and work in some shop, he might be better able to judge of the quality of the crop the next time. Another grower sold for 5 cents a pound. If he had shaken it out and tied it in two kinds, binders and fillers, I am of the opinion that the binders alone would have more than paid the bill; besides, he would have sold his time spent in doing the work.

Our correspondents write:

Suffield, Ct.: "Seven loads of tobacco passed our house this morning on their way to Thompsonville depot to be shipped to buyers. I have two sales to report, one at 9½¢ and one at 11 and 5¢. The frost is working out of the ground, and the starting of tobacco beds will soon be in the growers' thoughts."

East Hartford, Ct.: "Meyer & Mendelsohn, who bought out Sutter Bros., will soon have 100 men working in their warehouse. They have taken a 20-acre crop of broad leaf raised at South Windsor."

North Hatfield, Mass.: "E. B. Crafts has sold his crop of three acres to Gene, at 13½¢."

West Hatfield, Mass.: "Preparations are being made for eight or nine new tobacco barns here the coming summer. A heavier acreage is promised. Fully one-half of the '03 crop is sold. Some fine wrappers are being assorted out. This part of the State grew twenty-six acres of the shade-grown tobacco last season. Very little of it is sold."

Sunderland, Mass.: "Reports are that there will be about the usual amount of open-air tobacco raised in town this year. Less of the shade-grown will be raised."—American Cultivator.

BALDWINVILLE, N. Y.

There has been no change in the condition of the local market, no buyers having been riding. A Heinke returned Monday from Ohio, where he purchased for his firm about 200 cases, which will be shipped here and handled at their warehouse.—Gazette.

EDGERTON, WIS.

A large amount of the present tobacco crop is quietly passing out of the hands

of the growers at very low figures is evident on every side. Even in the Vernon county district, where growers are accustomed to receive fancy prices, the crop is being lifted at ridiculously low figures. Many farmers are determined to unload rather than attempt to handle the crop on the farms, because of the lateness of the season, and buyers stand ready to take advantage of the sacrifice. Sales coming to notice are;

O. N. Coon, 13a at 8 and 1c
Samuel Clark, 8a at 7 and 1c.
Mrs. A. Herried, 22a at 6c.
Bates & Johnson, 10a at 5 and 1c.
Moscher & Notestad, 10a at 4½ and 1c.
J. A. Thompson, 10a at 5.10c.
W. C. Schofield, 7a at 5 and 1c.
Gilly & Watson, 7a at 5 and 1c.
C. W. Page, 4a at 5 and 1c.
H. Boothroyd, 5a at 5 and 1c.
H. Abblet, 8a at 5 and 1c.
Stout & Parks, 4a at 5 and 1c.
R. Horton, 4a at 5c.

Conway & Hubbell received 50cs of '02 from Stoughton growers during the week. Old leaf is receiving only moderate attention, and transactions are mainly of small lots to manufacturers.

The deliveries are quite plentiful at most of the packing points, where warehouse handling is becoming quite general. Shipments, 906 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

With a handling season the past two weeks, the movement in loose tobacco is fairly good. Deliveries are better, and more active trade on the loose floor and with planters. More buyers are taking hold at the low prices ruling: Lugs, 2 to 3c, and Leaf, 3½ to 6½c on floors; 4½ to 7c round to planters for dark leafy crops. No breaks of new hogshead tobacco as yet. Old is selling: Short Leaf, 5 to 6c; Long Leaf, 6 to 8c as to quality.

The new crop is largely light color, light body, clean and leafy—fine manufacturing styles.

Receipts for the week, 280 hhds.; for the year, 675 hhds. Sales for the week, 3 hhds; for the year, 840 hhds.

Some planters will set no tobacco, and some will cut the crop down to one-half or three-quarters. All over the district labor is going to other fields for employment.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts are increasing, and were for the week 646 hhds; private sales, 99 hhds, mostly new tobacco, at steady prices. The quality of the offerings is improving, higher grades appearing.

The crop is moving to market unusually late, and in some portions of the district much of the crop is still in the planters' barns.

Receipts have been full this week at the loose tobacco warehouses.

QUOTATIONS: (New.)

Low Lugs	\$2.75 to \$4.00
Common Lugs	3.00 to 3.25
Medium Lugs	3.50 to 3.75
Good Lugs	3.25 to 4.25
Low Leaf	4.00 to 4.50
Common Leaf	4.75 to 5.50
Medium Leaf	6.00 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 11.00

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A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED



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We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO. 121-123 WEST FRONT ST., CINCINNATI, O.

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MANUFACTURERS OF

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OF EVERY DESCRIPTION,

York, Pa.

Gold Leaf Embossed Work.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

PRINCIPAL OFFICE,

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

120-128 Pacific Street.

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Best Workmanship

The Lowest Price

H. W. HEFFENER

Steam Cigar Box Manufacturer

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F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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Frank Ruscher

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RÜSCHER & CO.

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BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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We have them in large variety. Send for Samples.

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SLATER'S BIG STOGIES
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BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

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Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

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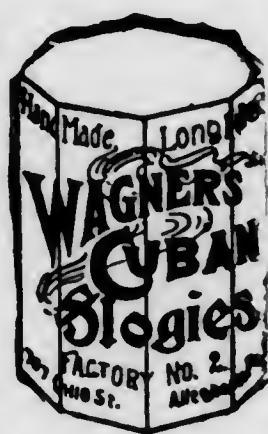
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FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

The Growth of Tobacco Raising.

Within the memory of men still in their prime tobacco was a product restricted in its growth to certain countries enjoying, first of all, a climate specially adapted, and next blessed with a soil suited to the peculiar necessities of the plant. And these special requirements in those days were supposed to exist in but a few small portions of the world providentially provided with such extraordinary conditions. But how the scene has changed in late years! Instead of a few favored locations scattered sparsely through the world, we now draw the world's stock of smokes from almost unlimited locations. Sumatra has its nicotine growth of vast bulk, though of but a few years' enterprise. Japan and Java are sending a share of the leaf that soothes to the world's marts. India is one of the latest recruits to the tobacco-producing ranks, and appears to be gaining numerous friends in Great Britain as well as on her own continent. Perhaps the youngest in the industry is Fiji, which is enterprisingly attempting to raise and market a tobacco crop; and it is said that the cigars produced on those islands of Australasia are quite smokable, and that New South Wales is the market to be exploited for the Fijian tobacco crop.

Business Changes, Fires, Etc.

California

Riverside—F. S. Ecker, cigars, attachment, \$235.
San Francisco—Mirsky Bros., jobbers and retail cigars and tobacco, dissolved; B. Mirsky, continues.
Santa Ana—Kuechel & Mitchell, cigars, transferred assets.
Connecticut
Hartford—A. S. Goodacre, of Good-acre Bros., cigar mfrs., dead.
Florida
Port Tampa City—B. Garcia & Co., cigar mfrs., burned out.
Tampa—Galaeno Havana Cigar Co., damaged by fire.—Hickman Bros., cigar mfrs., burned out.
Illinois
Chicago—Dawson & Muehler, cigars, sold out.
Iowa
Des Moines—H. Hyman, cigars, sold out.
Fairfield—W. D. Donner & Co., cigar mfrs., succeeded by Montgomery & Co.
Oakland—W. C. Jacobs, cigar mfr., discontinued.
Ryan—Schuster & Odenbough, cigars, succeeded by Schuster.

Maine

Lewiston—W. R. Lincoln, cigars, bill of sale, \$1.

Massachusetts

Amherst—G. F. Polley, cigars, etc., dead.

Boston—N. N. Cohen, cigars and tobacco, chattel mtge., \$200.—P. J. O'Connor, cigars, etc., chat. mtge., \$1,000.
Chelsea—J. H. Kearns, cigars, chattel mtge., \$150.—Jonas Penson, cigars, chattel mtge., \$300.

Lowell—Buckley Bros., cigars and tobacco, chat. mtge., \$500, discharged.—J. Shalhoub, cigars and tobacco, chattel mtge., \$600.

New Bedford—E. T. Chapman & Co., wholesale and retail cigars and tobacco, chattel mtge., \$5,000.—W. T. Chapman & Co., wholesale and retail cigars and tobacco, dissolved; G. A. Mathewson retired.

Minnesota

Heron Lake—Lindsey & Anderson, cigar mfrs., dead, \$1,600.

New Hampshire

Manchester—J. B. McKendree, cigars, etc., damaged by fire.

New Jersey

Trenton—Jos. Sands, cigars, sold out.

New York

Glens Falls—C. H. Hitchcock & Co., mfrs., wholesale and retail cigars, succeeded by Pearsall & Gray.

Utica—Schiderman & Hassenbauer, cigar mfrs., dissolved.

Ohio

Cincinnati—O. E. Autenreith, cigar mfr., sued, \$51.

Delaware—W. R. Rider, cigars, chattel mtge., \$150.

Port Clinton—H. H. Wideman, cigar mfr., petition in bankruptcy.

Pennsylvania

Bradford—Frank Zalsaff, cigar mfr., succeeded by J. Eisenman & Co.

Harrisburg—C. A. Straub, cigars and tobacco, judgment, \$282.

Reading—R. Eidam, cigars and tobacco, succeeded by Albert Knapp.

Wisconsin

Fond du Lac—Stauber & Froeling, mfrs. and wholesale cigars, petition in bankruptcy.

PATENTS RELATING TO TOBACCO, Etc.

756,656 Commercial package for cigars; Chas. P. Kratoch, Riverhead, N.Y.
756,806 Match strip; C. A. Stoltz and H. E. Smith, Indianapolis, Ind.
756,752 Cigar butt former; Charles Wessels, New York City.

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JACOB G. SHIRK,
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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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Sample Free The Most Popular Flavor
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Guaranteed to be the Strongest, Cheapest, and Best.

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Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
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Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



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WRITE FOR
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SPECIALS

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Send for Samples and Prices.

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Wholesale Manufacturer of

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The Best Possible Goods for the Least Possible Money

CIGAR BOXES,
SHIPPING CASES,
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THE TOBACCO WORLD

ESTABLISHED IN 1881
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PHILADELPHIA, APRIL 20, 1904.

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Our 1903 BULK SWEAT PENNA. BROAD LEAF TOBACCO

IS NOW READY FOR THE MARKET.

We have the CHOICEST FANCY "TOPS" and
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Wholesale Trade Only.

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Packers and Dealers in LEAF TOBACCO,

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LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
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HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.

One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



I. E. STUMP & CO.

Wholesale Manufacturers of
High Grade
Medium Priced
Cigars
Red Lion, Pa.

Remember—the MELODIOUS is our Leader.



UMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
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Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. SELLERS & SON,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. 3
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THE forecast for the United States indicates
a rising temperature among the veterans
in the trade who are followers of the Ball Park, but
frequently interrupted by some more April showers.

There is a great change in climatic conditions
in New York, and a great storm has been coming
up the Bay, ever since the arrival of the Lloyd
steamer Brandenburg, with its cargo of 872 pounds
of tobacco which was not entered on the ship
records at the Custom House. The storms were
caused by government winds that made it cheaper
to risk the storms amid ship than to pay duty on
tobacco.

Some additional sunshines are out for the
National Cigar Dealers' Association of America,
who have fallen heir to a legacy created by the
Independent Tobacco Manufacturers' Association
of the United States, who discovered the craft in a
sinking condition, and that it could be only floated
by the aid of additional currency.

The spell of juiciness which has existed in
San Francisco for many weeks was due to a scrap
between straw hats and gum shoes for popular
favor, and a clear Havana is being given with
every drink.

In the meantime Canadian dealers are busy
in thawing out all their old stock of last year's
goods.

A RECENT INCORPORATION.

Goodheart Cigar Co., inc., Camden, N. J.,
to manufacture cigars; capital, \$25,000. Incor-
porators, J. Luther Goodheart, E. E. Pryer, O.
M. Wolff.

The Coming Convention.

AS THE TIME draws nearer for the next
gathering of the Leaf Tobacco Dealers in
annual convention, interest seems to be increasing
and gradually forming into a spirit of greater en-
thusiasm. The charge of apathy or discord
recently made by a contemporary we must, in
justice to the trade, take exception to. It must be
borne in mind that in all large bodies or organiza-
tions in which many men are interested, not all
think just exactly alike, nor might they all act
just exactly alike under the same or similar cir-
cumstances, yet in all well regulated organizations
every member of that organization is given the
privilege of being heard at the proper time, either
in person or by proxy. It is so with the members
of the National Cigar Leaf Tobacco Association,
whose constituency consists of the various mem-
bers of the cigar leaf tobacco trade throughout the
United States, and who are all privileged to be
represented by delegates from each local board,
and it was even further decided by the National
Association, in open session, to extend the privi-
lege of the floor to any individual member of the
trade who might desire to bring before the Associ-
ation any matter which in any way affected the
interests of the trade, so that it could be officially
taken up and acted upon in some manner, even
though that individual himself might not have
the right to a vote on the matter, unless a regularly
appointed delegate. Whence then should there
be any cause for discord? The Association, from
the time of its formation in Philadelphia on May
22, 1899, has been most ably officered and the
amount of work done by those officers has been
without a doubt vastly greater than is generally
realized by those not in constant and close touch
with them.

We have heard much about the clamor for the
repeal of the present Dock Weight System, as if it
was only necessary for the executive officers to
proceed to Washington and by a viva voce vote
have it repealed. That such a thing is not possible
should not require much explanation to a body of
men of the intelligence of the average leaf tobacco
dealer, yet it has been made a palpable excuse for
complaint by a few, although frequently informed
that it was necessary to await the time of real op-
portunity.

The actual result thus far obtained from the
incalculable amount of work done it has been
deemed wise, for reasons of vicissitude, not to
permit to be made too widely public as it was
interwoven with intricacies which had to be over-
come before it becomes prudent to proclaim the
victory. And it is for these reasons that much of
the great good already accomplished has not been
openly announced. Neither has there been any
desire to disguise a still higher ideal of accom-
plishment.

Time, patience and continued harmonious
efforts will undoubtedly prove productive of further
reforms in numerous ways and cheerful alle-
viation of evils and obstructions in the pathway of
this important commercial body, and it is to be

hoped the deliberations of the coming convention,
which is scheduled for Atlantic City on May 2 and
3, will not be marred by personal aspirations, but
that the spirit of good fellowship may shine forth
in all its silvery lustre.

Commissioner Yerkes' Ideal.

COMMISSIONER of Internal Revenue Yerkes
has dictated a new bill for the government
of tobacco growers who sought relief from the re-
quirement of paying an internal revenue tax upon
their own product in manufactured form, but it
does not very materially change their present con-
ditions nor relieve them of the stringent restrictions
imposed upon them under existing laws. It even
extends less freedom to them than would have
been their privilege had the now notorious Gaines-
Trimble bill gained recognition in Congress, which
would have permitted the farmer to stem and
twist his tobacco, but without permitting the addi-
tion of foreign matter. The Commissioner's bill
is as follows:

"Every person whose business it is to
manufacture tobacco or snuff for himself, or
who employs others to manufacture tobacco
or snuff, whether such manufacture be by cut-
ting, pressing, grinding, crushing or rubbing
of any raw or leaf tobacco, or otherwise pre-
paring raw or leaf tobacco, or manufactured
or partially manufactured tobacco or snuff, or
the putting up for use or consumption of
scraps, waste, clippings, stems or deposits of
tobacco resulting from any process of handling
tobacco, or by the working or preparation of
leaf tobacco, tobacco stems, scraps, clippings
or waste, by sifting, twisting, screwing or any
other process, shall be regarded as a manu-
facturer of tobacco.

"Provided, That unstemmed tobacco in
the natural leaf and not manufactured or
altered in any manner shall not be subject to
any internal revenue tax or charge of any
kind whatsoever, and it shall be lawful for
any person to buy and sell such unstemmed
tobacco in the leaf without payment of tax of
any kind: Provided further, That any per-
son who sells natural leaf tobacco to manu-
facturers of tobacco, snuff or cigars shall be
deemed and considered a dealer in leaf to-
bacco and become subject to all the provisions,
rules and regulations of subsection 6 of section
3244, United States Revised Statutes, as
amended by section 14, Act of March 1, 1879,
and also as amended by the Act of March 3,
1883, and, further, shall be subject to all the
provisions of section 3360, United States Re-
vised Statutes, as amended by section 14, Act
of March 1, 1879, and of sections 3359 and
3391, United States Revised Statutes: And
provided further, That farmers and growers
of tobacco may sell leaf tobacco of their own
growth and raising to manufacturers of to-
bacco, snuff or cigars without being considered
leaf dealers or manufacturers of tobacco, and
shall not be subject to the sections of the law
and amendments thereof above named."

Interest in the bill is waning, for the reason
that it is unlikely of passage during the present
session of Congress, for the time of adjournment
is rapidly approaching and numerous other and
more important measures are before that august
body.

THE REALM OF THE RETAILERS

A BAN has virtually been placed upon the use in window displays of cigar boxes that had once been filled with cigars, because of the vigilance of Internal Revenue Department officials on account of violations of the law in not having the stamps properly cancelled before the boxes were used for such purpose. In place of using the "empties" as before, dealers are now turning their attention largely to the use of new boxes, made expressly for the purpose, and, as a matter of fact, there need be no regret that this has come about, for in the place of soiled boxes, further marred in appearance by the ugly blemishes occasioned by scratching the stamps, the new boxes present a much neater and more attractive appearance in general. Manufacturers have gone so far as to provide dummies for display purposes, sometimes made in a pyramid and sometimes in other shapes. They are packed and crated ready for shipment to various destinations, and when their usefulness has been outlived and the space is devoted to some new attraction they can be relegated to the ash-heap. In consequence of this method of making exhibits dealers are often saved considerable loss from deterioration of stock, which

removed so as to mutilate the revenue stamp until the cigars have all been sold from the box. Mr. Geyer suggests that the lid of the box be bent back as far as it will go, then, after marking the height of the box, draw a line across on the inside of the lid, and with a sharp knife cut clean through the wood, but not deep enough to cut the revenue stamp and label which cross the ends of the lid, and which can be made to act as hinges in holding the two pieces together and at the same time be in full compliance with the regulations. The loose end is turned under the box, and in that way provides a

issued, the holder of the lucky number in the first drawing being entitled to the first prize, while the second and third prizes go to the fortunate holders in the second and third drawings respectively.

Don't indulge in personalities. Whatever your opinions may be, never let your customer know what you think about your competitor. Never criticize his goods or his methods in your advertisements, and never permit your clerks to do so in your store. There are plenty of other things to engage your attention besides unkind criticism of your rivals. The

STORE LIGHTING.

The use of incandescent gas lighting is becoming more and more general, with a fuller appreciation of its beauty, brilliancy and economy. Nor is this all; the purely decorative also has its alluring side, and its appears that with the incandescent system of gas lighting, so numerous the different colored globe, so multiform the shapes of these globes, that the scope of the decorative effect depends solely upon the ingenuity of the decorator.

Without in any degree appearing to dim the luster of other lights, it is a universally accepted fact that no more brilliant lighting is possible than that given by the incandescent gas light. Its rays of brilliancy as compared with open tip burners are as about three to one, while its effectiveness seems to lie in the fact than in addition to a brilliant light, it has the merit of being a soft light.

Judged solely from its economical standpoint, incandescent gas lighting costs about one-third as much as gas lighting from the open tip burner, the chemistry of the light showing that by use of the Bunsen burner, the incandescent light burns air and gas mixed, whereas the open tip burner consumes but gas. The added air intensifies the brilliancy of the light, does not cost a penny, and naturally uses less gas.

As applied solely to window lighting, a special idea being put into operation by some of the more up-to-date houses is to have specially designed fixtures built in the window. By this means (and the fixtures are not expensive), the man who dresses the window may have his choice of all colors and gradations of colors as regards his globes. In that way an artistic ensemble is attained. For instance, if his color scheme is green he may have green globes; if violet, cerise, amber or any of the more delicate tints, there will be found a globe in an odd and artistic shape to fit the emergency. The proof of the above may be found in the display windows of any of the incandescent gas lighting stores of the principal cities.



ESTABLISHMENT OF McCORD-BRADY CO., OMAHA, NEB.
Wholesale Grocers and Cigar Distributors.

frequently occurs where large quantities of goods are displayed in open boxes. An additional argument in favor of this method of making window displays, is that, in order to make an effective display of full boxes, a large stock is required, while an even better display can be made by the use of these pyramids, etc., although the stock actually carried may be somewhat limited.

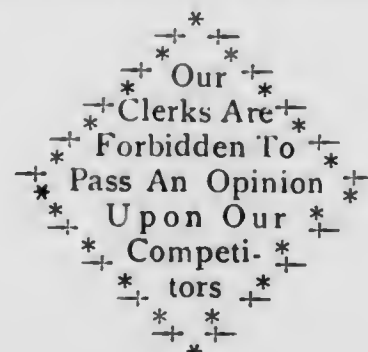
J. W. Geyer, a popular New York retailer, makes some valuable suggestions in the way of overcoming the rule requiring that cigar box lids shall not be removed until the boxes are empty. Under the present internal revenue regulations, the lid of a cigar box must not be

greater capacity in the show case, while the box can be easily lifted out for the inspection of the revenue officers.

E. M. KELLER, a manufacturing retailer at Fourth and Franklin streets, Reading, Pa., is operating a prize scheme consisting of 175 five-cent cigars which are given away each month in three prizes, as follows:

First prize, 100 cigars, value, \$5.00
Second prize, 50 cigars, value, 2.50
Third prize, 25 cigars, value, 1.25

With every five-cent purchase there is issued a ticket, and all tickets are numbered in consecutive order, and on the last day of each month there are three drawings of the duplicates of the coupons



For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

Established 1880.

PUBLIC AUCTION!!!

The Public Sale of Cigar Leaf Tobacco advertised in The Tobacco World's issue of April 13, page 4, will commence on

Wednesday, May 4th, 1904, at 10 o'clock,

At Auction Room 201, PHILADELPHIA BOURSE, South Fifth Street, between Market and Chestnut Streets, and continue until the entire stock is sold, consisting of large quantities of

**FANCY TABLE ASSORTED and RESWEATED
1901 and 1900 Zimmer Spanish B's, of All Sizes
in 5, 10, 15, 20 and 25 Case Lots,**

Each small lot assorted in sizes and grades to suit the most exacting buyer, and can be bid on separately, with privilege of as many more similar lots as desired by manufacturer or dealer.

Connecticut, Pennsylvania and Wisconsin, of various grades, will be sold in a like manner.

SUMATRA, First and Second Lengths, of Different Marks,

HAVANA, Vuelta, Remedios, & Santa Claras,

SOLD BY THE BALE, with privilege of as many more or all of the same grades as the lots contain.

150 Cases (each of about 200 pounds Net Actual Weight, **STRIPPED AND BOOKED, READY TO WORK,** **1901 Zimmer Spanish** subject to previous private sale of the entire lot, will be sold by the case, with privilege of as many as desired.

SAMPLES ON INSPECTION May 2d and 3d, at Room 304 Bourse Building.

CATALOGUES, containing full details and descriptions of every lot, on hand in Sample Room, or will be mailed on application to Manager. *Sold for Account of Whom it May Concern.*

J. S. BATROFF, Manager of Sale,
224 Arch Street, Philadelphia, Pa.

BARNES & LOFLAND, Auctioneers.

THE DeHAVEN SYSTEM.

Tobacco Packing in Patent Cases to Prevent Damage.



Figure 1.

There are perhaps few lines of business that are so full of vicissitudes as the occupation of packing leaf tobacco, because of its great susceptibility to damage from the slightest cause whatever. From the time of sowing the seed bed until the raw leaf is finally ready for the work bench there is constant danger of damage of some kind, yet no danger is believed to be quite as great as that attendant upon the curing and sweating process. There are many people who

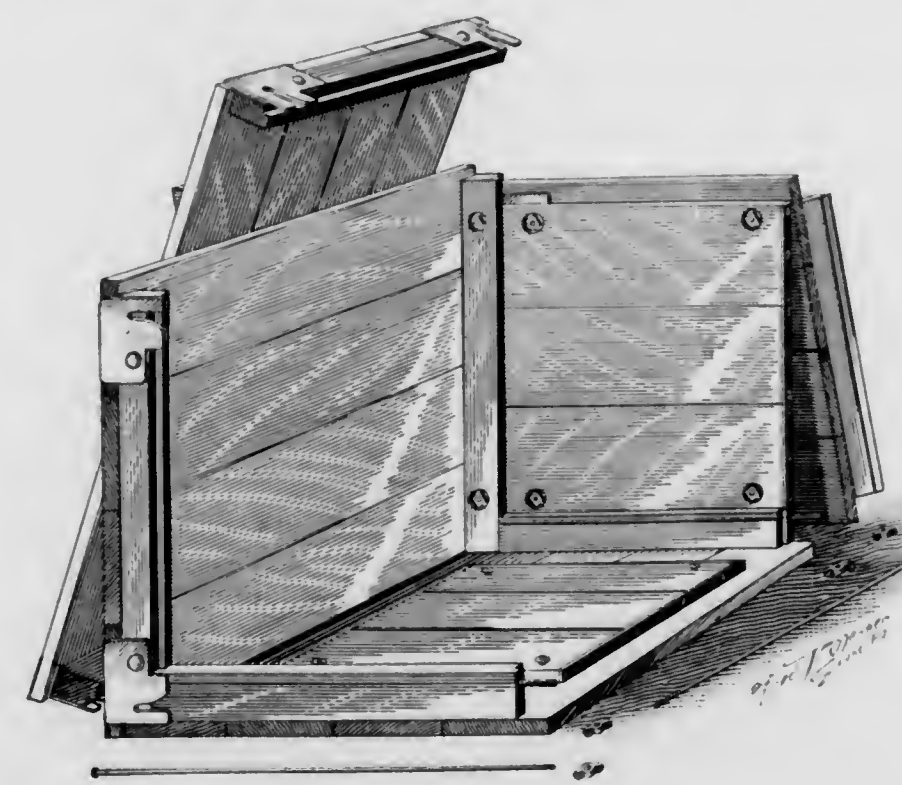


Figure 2.

have spent much time and effort in the hope of eradicating the danger, or at least reducing it to a minimum. Little success has heretofore attended their efforts. Lately there has been brought to our attention a new system of packing leaf tobacco which consists principally of packing tobacco in a newly devised and specially designed box, and is what we

but of special design and upon it various patents have been applied for. The cases are shipped in compact form (See figure 1). They are unusually strong. The top and bottom cleats shoulder against side cleats making a perfectly rigid construction. The end boards fit into side cleats and are secured in position by locking plates as fully shown in

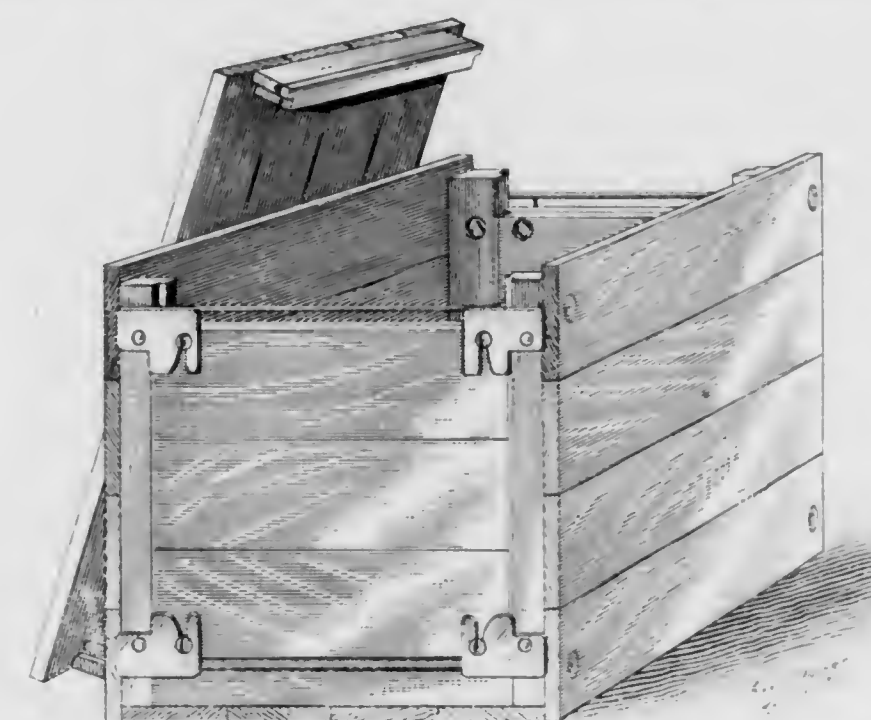


Figure 3.

shall call the DeHaven System, because the box has been gotten up by Wm. DeHaven, a leaf tobacco packer of Lancaster, Pa., although the cases are constructed and put on the market by the Lancaster Leaf Tobacco Case Company, at 536 and 538 N. Charlotte street, Lancaster, Pa.

This new case is constructed of wood,

illustrations. (See figure 2). On these plates may be marked number, weight and tare of case, as well as address when shipping. The end boards are secured to each other by metal strips on their edges.

The use of a removable end board one inch thick when packing insures square bulk after removing, and avoids post off-

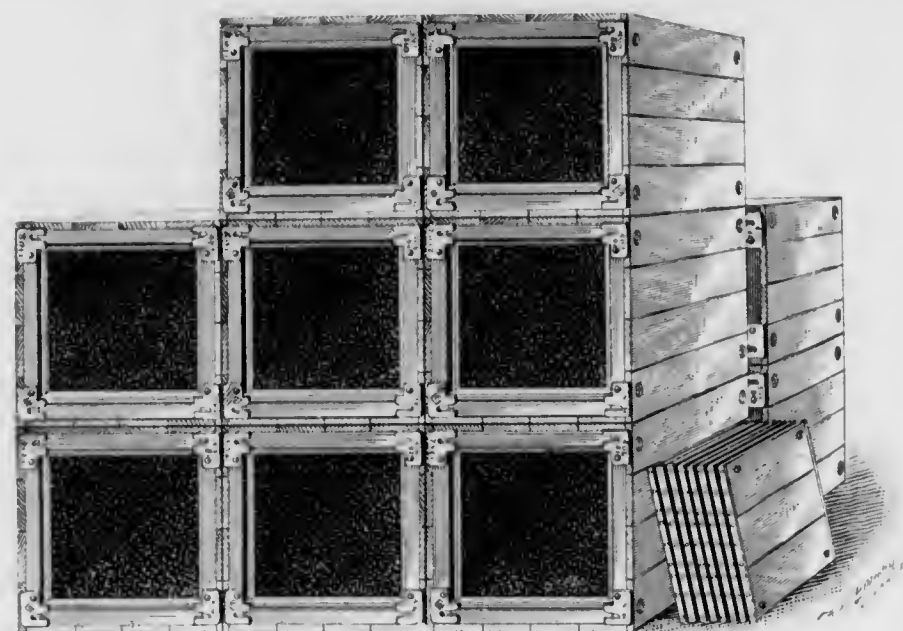


Figure 4.

set in bulk of tobacco, which is present in all old-style cases, and which destroys tobacco when case is removed and again replaced at time of sampling. When case is full, remove top rods, place on the lid, replace the rods and attach burrs. (See figure 3).

When sweating tobacco, both ends of case may be removed. (See figure 4). It is claimed that the removal of both end pieces will prevent damage, which is caused by excessive dampness which produces subsequently excessive heat, and these combined forming a vapor or steam, which when confined in closed

sweating now in vogue among some packers is dispensed with. The idea of bulk sweating being also to prevent damage to a greater degree. The necessity of twice handling tobacco, which bulk sweating entails, is eliminated by the DeHaven system in handling and packing, and it also avoids the turning of cases when sampling. (See figure 5). If bulk refuses to release, turn screw bolt slightly and press off the locking plate, and side will draw away from end, thereby releasing it, as shown in illustration. (See figure 6). The case can then be easily removed, and when replaced over

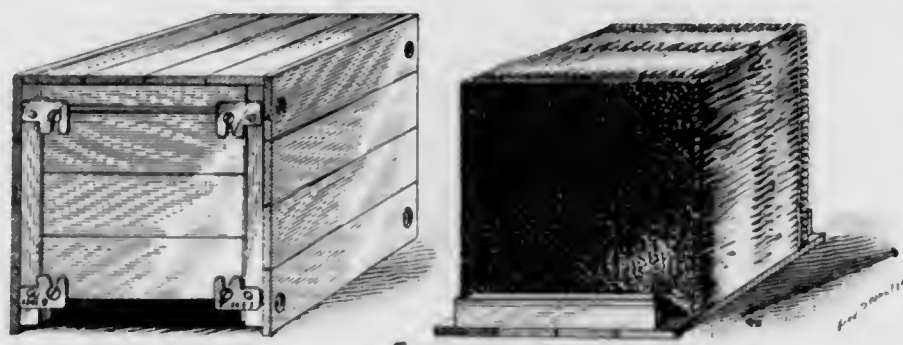


Figure 5.

end cases causes rot or some other form of damage, while it is alleged these open ends allow evaporation by a freer circulation of air, thereby preserving the tobacco.

It is claimed that this method is better than open space between each board in end of case, since this case can be closed tightly after the sweating, while old style boxes remain open, causing a greater drying out and shrinkage, and consequently more loss of weight. Besides, prying out of the end board and nailing it against the case is done away with altogether.

By this method the necessity of bulk

the bulk of tobacco it is also easily fastened and the screw bolt turned tight. Top and bottom cleats work freely between posts into open space, are not obstructed by tobacco, and can be closed more easily than can a nailed case, in event of tobacco bulging out.

Tobacco is sometimes destroyed by the old style cases, in removing and again replacing it over the bulk when sampling. This case requires no nailing when shipping, and it facilitates the work of every person handling it. (See figure 7). And when empty it can be taken apart by removing four rods, and can be stored in a small space, or re-

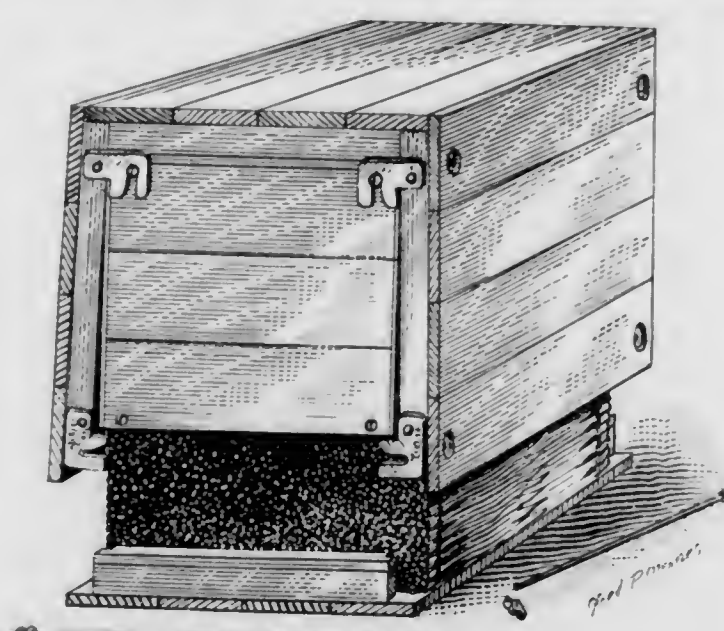


Figure 6.

turned to the shipper in form as shown in figure 1, at a trifling cost for freight.

Commercial enterprise suggests the propriety of considering improved methods in all directions, and the writer offers the above as a suggestion deemed worthy of careful consideration by everyone who has an interest in the advancement and progress of our times.

The patentee of this case summarizes his points of advantage as follows:

An empty case weighs before packing, say 90 pounds. Put into it 400 pounds of tobacco, and you have 490 pounds

Now take the gross weight at the time of selling tobacco, allowing say 15 per cent. decrease by fermentation, and you have 430 pounds gross weight. You deduct 90 pounds for weight of case, leaving 340 pounds of tobacco for which you are paid say 15 cents per pound, or \$51. If you adopt the use of this patent case, you save the two pounds of wood and get paid for two pounds more of tobacco in this account (as no pieces are broken off in opening), thereby receiving \$51.30 for the same case of tobacco, and yet the difference in cost between our improved

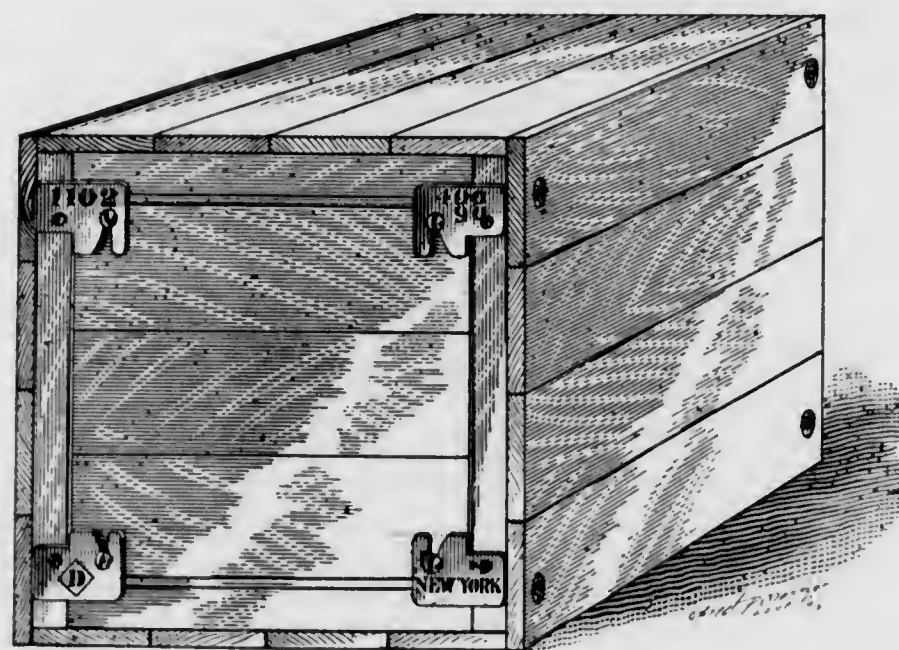


Figure 7.

gross weight. When sampling you pry the case open with a chisel, breaking a piece here and there out of several boards. The same case may be opened a number of times, until perhaps two or three pounds of wood are broken from it.

case and the old style cases is so trifling that you cannot afford to do without it. It has all the advantages for the easy and safe handling of tobacco, and in the end you will save more than the difference in cost.

DEPARTMENT OF INQUIRY

Horsehead, N. Y.

Inquiry Department: What per cent. of nicotine is found in tobacco? G. D.

Answer.

Depends upon the kind of tobacco you mean. It ranges from scarcely a trace to as high as 7.30 per cent.

As your inquiry is similar to others recently received asking about the component substances of tobacco, it is deemed advisable to give a fairly detailed account of a chemical analysis recently made by a government chemist.

Component substances of tobacco: Albuminoids—nourishing matters, such as constitute the white of the egg or the serum of the blood,—about 25 per cent.

Alcohol—developed in the tobacco by fermentation during the process of curing.

Ammonia—imparting pungency to the flavor.

Cellulose—a starchy substance.

Citric acid—such as is found in lemons or citrons,—about 5 per cent.

Creosote—a burning, smoky oil, such as that of wood-tar, developed during the burning of the tobacco. This, and not nicotine, is what makes the yellowish-brown stain on a handkerchief when tobacco smoke is blown through it. It forms a great part of the smoke itself, makes quick deposits on the teeth, mouth and nostrils of the smoker, and necessitates the frequent ablution of these parts.

Essential oil—a volatile element, imparting to the plant its characteristic odor—an exceedingly small percentage.

Malic acid—such as gives the pleasant sour taste to apples and some other fruits—from 7 to 8 per cent.

Nicotine—the most active principle of tobacco; a transparent, colorless, volatile oil, of acid color and taste, and highly poisonous in its elemental state. According to the amount of its presence tobacco is said to be "strong" or "mild." In the product of Turkey, Greece, and Hungary there is scarcely a trace of the poison. In that of Brazil, Havana and Paraguay the amount is 2 per cent.; Maryland tobacco contains 2.24 per cent.; Kentucky, 6 per cent.; Virginia, 6.87 per cent.; French tobacco, 7.30 per cent.

The analysis gives the further ingredients:

Nicotianine or "tobacco camphor"—a white, waxy substance, hot and bitter in taste; important in flavoring the tobacco, but present in an exceedingly small quantity.

Nitrogenous substances, especially saltpeter, give the tobacco its burning qualities; they vary in percentage.

Oxalic acid—such as is found especially in the common wood-sorrel.

Pectic acid—existing in the "Pectin" or "vegetable jelly," which is found in ripe, fleshy fruits—5 per cent.

Resinous substances—gummy, balsamic, inflammable,—from 4 to 6 per cent.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

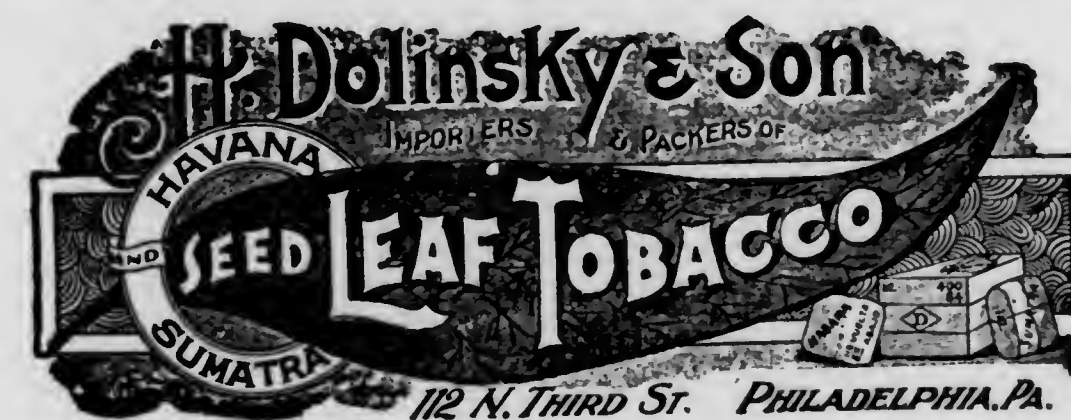
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Reestablished 1885. LEWIS BREMER'S SONS Importers of Havana and Sumatra Leaf Tobacco and 324 North Third Street, Philadelphia.

JULIUS HIRSCHBERG HARRY HIRSCHBERG Julius Hirschberg & Bro. Importers of Havana and Sumatra Leaf Tobacco 232 North Third St., Phila.

L. BAMBERGER & CO. Packers and Dealers in SEED LEAF TOBACCO HAVANA and SUMATRA 111 Arch St., Philadelphia Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Leaf Tobacco Co., Ltd. Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco 118 N. 3d St. Phila.

Young & Newman, Sumatra & Havana Packers of Seed Leaf. 217 N. THIRD ST., PHILADELPHIA.



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LEOPOLD LOEB & CO. Importers of Sumatra and Havana Leaf Tobacco 306 North Third St., Phila.

GEO. BURGHARD Importer of SUMATRA and HAVANA and Packer of LEAF TOBACCO 238 North Third Street, Phila.



J. S. BATROFF, 224 Arch St., Philadelphia, Broker in LEAF TOBACCO

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IMPORTERS OF **PHILADELPHIA**



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Importers and Packers of and Dealers in

LEAF TOBACCOS

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Our Retail Department
is Strictly Up-to-Date.

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Sumatra and Havana
Dealer in all kinds of Seed Leaf
Tobacco
120 North Third Street,
Philadelphia.

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of
Sumatra Tobacco

Cable Address
"HARR."

Joseph Hirsch & Son

2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from
foreign points during the week
ending April 16, 1904.

Colombo.—Order, 3 cases cigarettes.
Havana.—J. E. Ward & Co., 31 cases
cigars, 787 bales tobacco; G. Meyer &
Co., 1 case cigars; Lichtenstein Bros., 143
bales leaf tobacco fillers, 6 bbls. do.;
Mendelsohn, Bornemann & Co., 5 bales
tobacco, 20 bbls. tobacco fillers, 4 pack-
ages scraps; J. E. Ward & Co., 4 cases
cigarettes and tobacco.

Liverpool.—American Tobacco Co.,
20 cs. cigarette paper.
London.—John Bulgardes, 6 packages
leaf tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived April 13.
(1,311 bales; 118 cases.)

E. Rosenwald & Bro. 488 bales
United Cigar Mfrs. 199 "
G. Falk & Bro. 181 "
H. Dues & Co. 158 "
Jos. Hirsch & Son 94 "
A. Cohn & Co. 84 "
E. Spingarn & Co. 43 "
Rothschild & Bro. 36 "
The Hilson Co. 23 "
F. & E. Cranz 5 "
E. Rosenwald & Bro. 84 cases
Leopold Loeb & Co. 34 "

HAVANA TOBACCO.

Str. Philadelphia, arrived April 11:
(862 bales.)

A. S. Lascelles & Co. 354 bales
Melchior, Armstrong & Dessan 244 "
F. Opalinsky 150 "
F. H. Keely & Co. 36 "
M. Rucabado 27 "
W. I. Cigar Co. 19 "
Vestu Hermosa Cigar Co. 7 "
G. W. Sheldon & Co. 7 "
C. Mendez 7 "
Durlach Bros. 6 "
R. Perez & Co. 3 "
Porto Rico Co. 1 bale
Cuban & Pan Amer. Express Co. 1 "

Str. Morro Castle, arrived April 12:
(1,605 bales; 85 bbls.; 79 pkgs.)

Calisto Lopez & Co. 479 bales
Lewis Sylvester 439 "
E. A. Kraussman 150 "
F. Miranda & Co. 100 "
J. E. Ward & Co. 82 "
L. Friedman & Co. 75 "
S. Ashner 50 "
G. Salomon & Bro. 40 "
Weil & Co. 37 "
J. C. Calinet 33 "
Jones & Davis 25 "
Stephen G. Ruth 23 "
J. Bernheim & Sons 20 "
Garcia Bro. & Co. 20 "
S. L. Goldberg & Sons 18 "
I. Bijur & Son 12 "
A. Murphy & Co. 2 "
A. Gonzalez & Co. 30 bbls.
E. Regensburg & Son 30 "
Hinsdale Smith & Co. 20 "
A. Murphy & Co. 5 "
American Cigar Co. 79 pkgs.

HAVANA CIGARS.

Str. Philadelphia, arrived April 11:
A. S. Lascelles & Co. 85 cases
American Tobacco Co. 65 "
American W. I. T. Co. 18 "
Cadiz Cigar Co. 8 "
R. Arguelles, Manrique & Co. 7 "
C. Mendez 6 "
Sayey-Sagnas Tobacco Co. 4 "
American Trading Co. 1 case
H. Moritz & Co. 1 "

Str. Morro Castle, arrived April 12:
(458 cases; 1 trunk; 2 pkgs.)

J. E. Ward & Co. 234 cases
Havana Tobacco Co. 160 "
G. S. Nicholas 19 "
Waldorf Astoria Segar Co. 15 "
Park & Tilford 11 "
National Cuba Co. 4 "
M. E. Caule 4 "
E. A. Kline & Co. 3 "
Cesare Conti 2 "
Order 2 "
C. H. Wyman & Co. 2 "
W. R. Grace & Co. 1 "
Boar & Co. 1 "
G. Amsinck & Co. 1 trk.
Cuban & Pan Amer. Express Co. 2 pkgs.

FOR MILDER FILLERS.

The great scarcity of good old domestic
filler tobacco is becoming to be a most
serious factor in trade conditions. A
prominent cigar manufacturer recently
spent two weeks in trying to secure 1900
or 1901 high grade fillers and succeeded
only in getting fifty cases, such as he
desired, paying a fancy price therefor.
Some of the new crops having various
faults, making them unfit for use hereaf-
ter in good cigars, will boost the prices
of old fillers up to a high mark. Cigars
of a milder taste and flavor are pre-
ferred to stronger ones during the sum-
mer season, which at the present time
seems to be one of the additional causes
in the great demand for old fillers of a
milder nature.

The Cigar Trade of Reading

The N. & N. Cigar Co. Getting to
Work.—Death of Dan I. W. Crouse.

Reading, Pa., April 18, 1904.
The N. & N. Cigar Company has ac-
quired a building on North Eighth street,
which will be utilized for manufacturing

purposes. Samples of their new product
are now out, and the goods are beginning
to be placed upon the market.

Daniel W. Crouse, a pioneer cigar
manufacturer of this city, died at his
home here last week. At one time Mr.
Crouse conducted the largest factory in
Reading, but subsequently removed to
New York, and became a member of the
firm of Kimball, Crouse & Co. He re-
turned again to Reading about ten years
ago. He is survived by a family of six
children.

Ed Hunter, of North Tenth street,
spent a day in the Philadelphia trade
last week.
The Penn Cigar Company appears
rather pessimistic as regards prospects
for this year, and say that every bit
of business has to be run after these
days; but some other manufacturers do
not agree with them in that respect.

E. M. Keller, at Fourth and Franklin
streets, is giving away each month 175
cigars in three prizes of 100, 50 and 25
cigars each. He issues coupons with
each front purchase, and prizes are
awarded by a drawing. The plan is said
to have worked well so far.

Leaf salesmen came in in bunches one
day last week, including D. Kalber-
man, William Newberg, R. R. Uhler, L.
F. Mueller and John H. Duys.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

R. BAUTISTA y CA.—Leaf Tobacco Warehouse---HABANA, CVBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMET'S NDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

"Angel," Havana **Reina 20, Havana**

P. O. Box 98

RATHER DULL TOBACCO MARKET IN HAVANA.

The New Crop Beginning to Come In—Speculations as to Its Value—Exports for
the First Quarter of 1904—Notes from the Factories and Handlers.

HAVANA, April 11, 1904.

There is no disguising the fact that
the market in the city of Havana has
been dull during the past eight days, ow-
ing to the same causes previously enu-
merated, viz, scarcity of buyers from the
North, and as well as a reduced selection
amongst the small stocks held here by
dealers, although there are some good
vegas for sale yet for mixing purposes
in making seed and Havana cigars. The
new crop is now beginning to arrive, and
as it seems that the atmospheric condi-
tions are favorable for giving the neces-
sary "blandura" earlier this year in the
country, the chances are promising that
the different escojidas in the Vuelta A-
bajo and Partido will start up in increased
numbers the second half of this month,
which should be reflected in increased
receipts from the country. As a pre-
cursory movement heavy buying has
been going on in the Partido section.
One house is said to have bought \$6,000
bundles alone, while others have secured
larger or smaller quantities. Prices are
said to have opened from \$2 to \$3 per
matul for wrappers, while 30 to 50 per
pound were paid for fillers in the bun-
dle. These figures are not excessive
should the yield in packing be favorable,
which, however, yet remains to be seen.
In the Vuelta Abajo buying has also
commenced, although to a less degree, as
the weather has retarded operations.
Havana factories, which have been in
the habit of securing the cream of the
Vuelta Abajo, have not hesitated to buy
their favorite vegas, paying good prices
for them, which should indicate that the
choice tobacco will not be so abundant
as some people may imagine. That the
crop in the Vuelta Abajo and Partido
districts are large nobody denies, but
how much of the good, medium and in-
ferior sorts have been produced is the
question. A contemporary here esti-
mated the whole crop as 400,000 bales
owing to the lessened production of
Remedios, but how near this guess may
come to the truth time only can tell. Re-
ports from the Santa Clara province are
that last week the bulk of the crop was
still hanging upon poles in the drying
sheds, and that owing to the prevailing
drought no piling to speak of has been
done yet. Should rain fall, enabling the
farmers to commence making the bun-
dles and to pile them up, then packing
ought to commence by the end of May.
Prices have not opened yet, but that they
will be considerably higher is conceded

even by the dealers here. The quality
is pronounced by experts as superior to
the 1901 and 1902 growths.

Sales ran up to 1900 bales, of which
1350 consisted of Vuelta Abajo, 350
Partido and 200 Remedios. The Ameri-
can buyers acquired 800 bales, and local
factories 1100 bales.

Exports of leaf tobacco for the first
three months, or up to March 31, from
Havana were 59,030 bales, while during
the same period of last year they
amounted to 73,550 bales, showing a
diminution for the first quarter of 1904
of 14,520 bales.

BUYERS COME AND GO.

Arrivals—Max Stern, of Lewis Syl-
vester & Son, New York; Trinitario
Vila, the well known broker of New
York; J. A. McNee, of London, Ontario,
and W. S. Lightbourn, of the Cortez
Cigar Company, Key West, Fla.

Departures—G. Salomon, for New
York.

Havana Cigar Manufacturers

Are moderately busy as a rule, although
some factories claim to note no falling off
in the receipts of their orders. As the
trust apparently seems to try to extend
its sales by the production of a low-
priced cigar, the independent factories
on the other hand are trying not only to
keep up their standard of quality, but
to better it. Time will tell which policy
will be the more successful. As the gen-
uine Havana cigar, made in the city
of Havana, is virtually a luxury and can
only be smoked by the well to do classes,
the price evidently is less of an object
than to get the finest possible aroma.
That the old renowned Havana factories
have one advantage over their brethren
in the North who make clear Havana
cigars, leaving the high protective duty
question aside, is clear even to the nov-
ices, when the fact is stated, that the
former have expended time, energy and
capital in securing the most renowned
vegas in the Vuelta Abajo, year after
year. Such factories watch the growing
crop from its incipient stages, or from
the seed beds and transplanting to the
cutting and drying period until the to-
bacco has passed the fermentation pro-
cess in the piles and in the bales, there-
fore, all the trifling atmospheric condi-
tions are carefully noted, by them,
through their trusted employees, who be-
ing stationed all over the Vuelta Abajo
keep them informed of the minutest de-
tails. This is the secret why the high

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H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



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OFFICE: AMARGURA 1, HAVANA, CUBA**

Remigio Lopez

Benjamin Lopez

REMIGIO LOPEZ y HERMANO

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VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S en C.)

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10 Angeles St., HAVANA, Cuba. P. O. Box 856.

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Commission Merchants

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O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
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LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108-110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
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Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

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Cable Address: Bridat Post Office Box 310.

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Sucesores de CARRILES y SANCHEZ,
Almacenistas de Tabaco en Rama
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Almacenistas de Tabaco en Rama
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Amistad 126, Habana, Cuba.

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Vuelta Abajo, Partidos y Vuelta Arriba
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Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers
and Dealers in Leaf Tobacco
Figuras 39-41,
Havana, Cuba.
Cable Address:
"Cuetara."

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

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Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

class Havana cigar factories have at least the finest raw material from the start, and to which the Northern manufacturers have not yet given their time or study, nor their capital, exceptions being made of a few factories that are now grasping the situation. That the process of manufacturing in itself offers more advantages to the Havana manufacturers, owing to the climate and possibly the water in casing, is not disputed either, because the nearest approach to the climate is to be found in Key West and Tampa, where the American clear Havana cigar industry has now its headquarters. Luckily, however, tastes differ and there will be room for everybody. The drastic measure, advocating the prohibition of exports of leaf tobacco from the Vuelta Abajo as published in a contemporary a short while ago in order to maintain the supremacy of the Havana cigar factories, has not the ghost of a show to ever become a law in this country, as the interest of the farmers, seeking an open market for their products, is opposed to such legislation. H. Upmann & Co. have opened a branch factory in Calabazar, as the difficulty with their cigarmakers forced them to this resolution.

Behrens & Co. have good orders for their "Sol" brand from everywhere, and they expect to be one of the first to show samples of new cigars, just as soon as the wrappers are workable; the fillers, of course, will still be of the 1903 crop. Enrique Dorado & Co., of "El Rico Habano," are receiving good orders from the United States and Canada. Remigio Lopez y Hno are now prepared for business and have just forwarded some finely made sample cases of 42 different sizes of "La Mas Famosa" and "Magnetica de Cuba" to their United States distributors. Among the current sizes are "Petitas, perlas, Rositas, Petit divine, up to Suenos, Coronas, Eminentes, Napoleons, etc.," ranging in price from \$30 to \$300 per thousand. Success cannot fail this newcomer in the list of Havana factories.

Rabell, Costa, Vales & Co. are working with full forces in their Ramon Aljones factory. "El Crepusculo," of J. F. Rocha & Co. and A. Fernandez Garcia, made by Rodriguez Bautista Hermanos, are working steadily, notwithstanding the dull times in general.

Buying, Selling and Other Notes of Interest.

A. J. Haya, of Sanchez & Haya, has purchased about 500 bales additional of Vuelta Abajo. Sobrinos de A. Gonzalez sold 450 bales of Vuelta Abajo and Remedios. Bruno Diaz & Co. are receiving good weekly shipments from their Alquizar packing, and have several hundred bales ready in their warehouse undergoing the fermentation process in bales.

Rodriguez Bautista & Co. shipped 400 bales of Remedios for account of their friends and turned over 150 bales of Vuelta Abajo, besides having purchased some new Tumbadero in bundles in the country.

Rufino Cano disposed of 300 bales of Vuelta Abajo and Partido to local factories.

Leonard Friedman & Co. have shipped 253 bales of Vuelta Abajo and Remedios.

Suarez Hnos will not commence their escojidas before May 1 or May 15, as they don't believe in hurrying their tobacco until they have had sufficient "pilon."

Rabell Costa & Co. sold 250 bales of Vuelta Abajo from their stocks.

Mendelsohn Bornemann & Co. are hard at work in their stripping factory and shipping goods to their Northern friends.

Antonio Suarez closed 250 bales of his 1902 Vueltas to local factories, and has started one escojida right here in the city of Havana.

Aixala & Co. have made further purchases of some of the finest Vegas grown in the Tumbadero district, the wrappers of which are beauties in every respect as regards light, brilliant colors and silky leaf. They expect to open up their San Antonio de los Banos escojida the last week of this month.

Loeb-Nunez Havana Co. sold 200 bales of Partido to local factories.

Luis Muniz is now on the point of leaving for the Vuelta Abajo in order to locate and buy the best vegas for the escojidas of his firm of Muniz Hnos & Co., while the other brothers will look over the Partido and Santa Clara districts.

Fernando Fernandez & Co. disposed of 200 bales of Vuelta Abajo held upon consignment to local factories.

Jose Menendez is working steadily in his escojidas "La Salud" and in "El Caimito." He will receive the first bale of his "La Serafina" vega this week.

Receipts of Tobacco from the Country.		
	Week Ending	Since
	Apr. 9.	Jan. 1.
	Bales	Bales
Vuelta Abajo	479	4,306
Semi Vuelta	—	228
Partido	626	3,170
Matanzas	—	110
S. Clara & Remedios	37	5,087
Santiago de Cuba	—	242
Total	1,142	13,143

W. H. Campbell has started a cigar store in Oklahoma City, Okla.

A new cigar store has been opened in Los Angeles, Cal., by H. J. Richmond.

A second dividend of 25 per cent. in favor of the creditors of Mendel & Loewenstein, tobacco dealers at Columbus, O., now bankrupts. It is expected that a further dividend of about 105 may be realized.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
HABANA, CUBA.
Cable:—ZAIDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
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LOEB-NUNEZ HAVANA CO.
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— THE TOBACCO WORLD —

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Adolfo Moeller & Co.

Importers of

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Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

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La Flor de Naves	El Aguilón de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	



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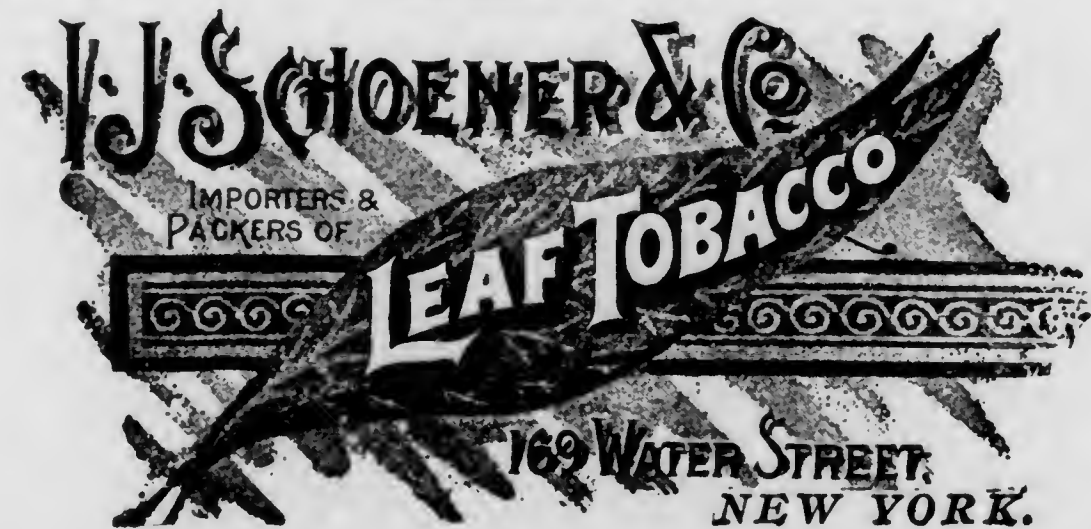
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Almacenes de San Jose, HAVANA, CUBA.

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Mendelsohn, Bornemann & Co.

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Established 1840.

Cable "Nargl."

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AND PACKERS OF

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Established 1888.

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MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA
and Packers of LEAF TOBACCO

197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



MR. BENNO NEUBERGER,
President Elect
N. Y. Leaf Tobacco Board of Trade.

At the regular annual meeting of the New York Leaf Tobacco Board of Trade, held last week at the Board's offices with Mandelbaum Bros., trustees, and other executive officers were elected for the ensuing year as well as delegates to the National Convention to be held at Atlantic City in May. The trustees elected were as follows: Harry S. Rothschild, Charles Fox, James Ertheiler, Jos. F. Cullman, Sig. H. Koenig, Ferd. Cranz, A. Cohn, Benno Neuberger, Jesse I. Mayer, Frazier M. Dolbeer, Frank Lange, Avelino Pazos and A. Bijur. Delegates were also appointed by a nominating committee consisting of Messrs. Bijur, Cranz and Rothschild, who will represent the New York Leaf Tobacco Board of Trade at the Convention this year. They are as follows: Messrs.



MR. JESSE I. MAYER,
Vice President
N. Y. Leaf Tobacco Board of Trade.

Charles Fox, Ferd. Cranz, F. Jacoby, Joseph F. Cullman, Jesse I. Mayer, A. Bijur, Ellis Arendt, Harry Spingarn and Mr. Schlechterer. The alternates named are Messrs. Edmund H. Smith, John H. Duys, H. Salomon, Avelino Pazos, F. Bloch, Jos. Hoffman, Harry S. Rothschild, Frank Lange and D. Goldberg. The annual report of the treasurer was read by Ferd. Cranz and approved. By motion of Jos. F. Cullman a vote of thanks was extended to the retiring officers for their diligent endeavors. Harry S. Rothschild referred to the matter of smuggled tobacco, and asked the Board to adopt some measure to urge the government to destroy all tobaccos which might be seized by the government, instead of selling it at auction as has been done heretofore.

His motion was carried, with the request that Mr. Rothschild should draft a petition embodying the sentiments and that the same should be sent to the Secretary at Washington. After the regular board meeting was formally closed a trustees' meeting followed for the election of officers. There deliberations resulted in the election of the following:

President, Benno Neuberger, Vice President, Jesse I. Mayer; Secretary, Sig. H. Koenig, and Treasurer, Ferd. Cranz. Although urged to accept the reelection to the presidency Chas. Fox respectfully declined.

A regular semi-monthly of the Retail Cigar and Tobacco Dealers' Association of New York, was also held last week, when it was resolved to suggest to the Board of Directors that only one meeting during a month should be held during the months of June, July and August. J. W. Geyer reported on behalf of the committee appointed to prevent the sale of cigars and tobaccos at the Elevated

and Subway stations, and said that some substantial progress had been made, and that matters were getting into excellent shape for effective action. It was, however, decided to have a quantity of blank petitions printed for distribution among the handlers of cigars and tobacco in the city with a view to securing signatures of citizens thereto. The idea was deemed a good one, if only for its advertising effect. Mr. W. W. St. John read the report of the directors' meeting and stated among other things that there had been taken up the question of organizing a window dressing department. The adoption of the Flying Horse Emblem was urged by Mr. Ashner, who announced that any member who desired to have one of them placed on their window could do so without cost.

Justice Davies, of the Appellate Division of the Supreme Court, last week handed down a decision in favor of the defendant in a test case involving the legality of the Floradora Estimating Contest. The Justice ruled that the contest was not a lottery.

One of the largest seizures of smuggled tobacco that has yet occurred at this port was made last week, when a special treasury agent visited the steamer Brandenburg and took from the vessel 872 pounds of Sumatra tobacco.

At the Amsterdam Inscription of April 15th, there were about 1,500 bales secured by American buyers, the German competition having been the strongest ever experienced. Extremely high prices were paid by them for everything available in light leaf, almost regardless of cost.

The Metropolitan Tobacco Co., is adding a new department to its extensive



MR. FERD. CRANZ,
Treasurer
N. Y. Leaf Tobacco Board of Trade.

business which will be devoted to the importing and jobbing of cigars from Havana, and will make a specialty of the Bock, Carolina, Intimidad, Espanola, Antiguada, Rosa de Santiago, Vencedora, Flor de Naves, Flor de Murias, L. Carbajal, Villar y Villar, Meridiana, Rosa Aromatica, and Manuel Garcia Alonso. They are also the sole importers into the United States of the Flor de J. S. Murias y Ca.

The Universal Tobacco Co. has taken new quarters at 232 to 238 43d street, to which place will be removed the general offices of the company, and where ample facilities are also to be had.

Much to the satisfaction of the trade a final agreement as to the settlement of the strike and lockout of the lithograph-



MR. CHARLES FOX,
Retiring President
N. Y. Leaf Tobacco Board of Trade.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."

Choice of the Market

10¢



5¢

JOHN J. ESHELMAN

READING, PA.

Manufactured by

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H.S. SOUDER

MAKER OF

CIGAR BOXES LABELS

Telephone

SOUDERTON, PA.

Private Designs a Specialty Metal Printed Labels

ers has been reached, and it is hoped that all establishments will again be in full running order.

Rothschild & Bro. recently secured 1500 bales of Sumatra tobacco, of which 1000 bales are said to be particularly desirable for their American trade.

The M. Perez Co. are now equipping handsome new quarters at 137 Front street, which they hope to have ready for occupancy about May 1st.

Henry Landwehr, retail cigar and tobacco dealer at 537 First avenue, has filed a petition in bankruptcy, with liabilities at \$5,524, and alleged assets of \$1300.

Carl Vogt's Sons have leased the building at 176 Water street, formerly occupied by I. Lichtenberg's Sons.

Trade-Mark Register.

ADORO. 14,412
For cigars. Registered April 12, 1904, at 9 a m, by E. Montero, Philadelphia, Pa.

SPRAGUE'S LONG TOM. 14,413
For cigars. Registered April 13, 1904, at 9 a m, by Moore & Lanning, Richland Station, Pa.

SPRAGUE'S LITTLE TOM. 14,414
For cigars. Registered April 13, 1904, at 9 a m, by Moore & Lanning, Richland Station, Pa.

WAR OF WEALTH. 14,415
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered April 7, 1896.)

ALWAYS IN IT. 14,416
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered April 7, 1896.)

GOOD COMPANY. 14,417
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered April 7, 1896.)

DIAMOND BELLE. 14,418
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered August 23, 1895.)

WHITE FLYER. 14,419
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered April 7, 1896.)

FAME AND FORTUNE. 14,420
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from

Adam K. Walch, Philadelphia, registered April 7, 1896.)

FULL JEWELLED. 14,421
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered March 24, 1896.)

SILVER QUARTER. 14,422
For cigars. Registered April 13, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia, Pa. (By transfer from Adam K. Walch, Philadelphia, registered October 1, 1895.)

PITTSBURG FINEST. 14,423
For cigars, cheroots and stogies. Registered April 14, 1904, at 9 a m, by Zeigenschmidt Cigar Co., Pittsburgh, Pa. C. K. of O. 14,424

For cigars, cigarettes and cheroots. Registered April 14, 1904, at 9 a m, by Chas. King, Cincinnati, O.

WILL BEE. 14,425
For cigars. Registered April 18, 1904, at 9 a m, by A. J. Yinger & Co., Camden, N. J.

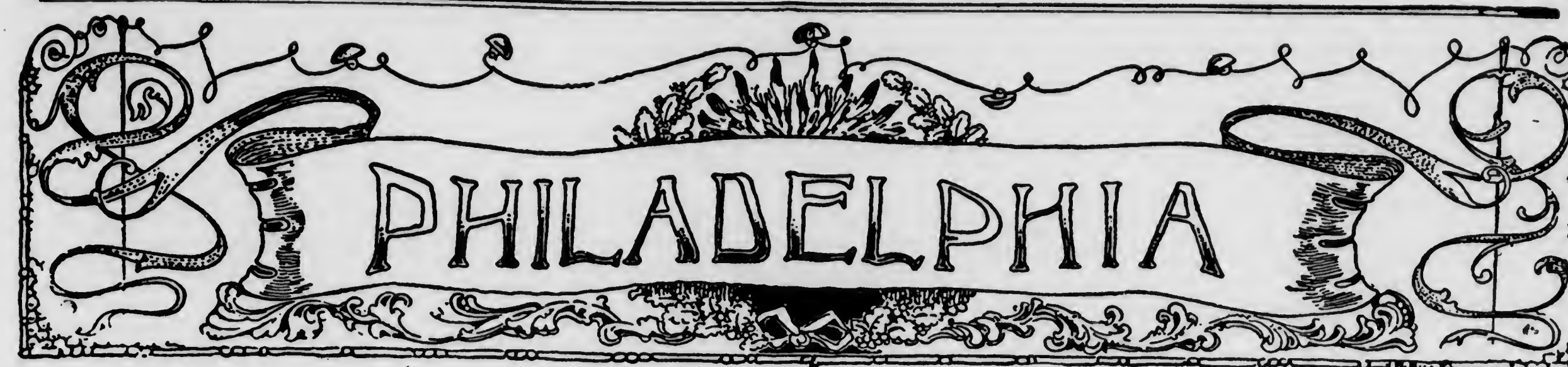
REJECTIONS.
Knockem, Transfers, Zem Zem, Si Esta, Loupoux Limited, Damfino.

CURRENT REGISTRATIONS.
Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

John Smith, U. C. T. Club, C. Y. C. Prince Marco, Viv, The Givers, Mi Lid, Prolems, Para Mia, Para Toda, Fugitive, Captain Eri, Jezebles, Lillith, Azalim, The Shoemaker, Zaphiel, Effendi, Butt In, Subways, Keep Cool, White House Cigar Clippings, The Fay, Flor de Fay, Loupoux, Loupouez Limited, Implanito, Warsaw, Gorkee, Ivan, Shobeleff, Cracow, Havana Liquid, Magyar Rovid Sziva, Safe Journey, A. P., All Points, Cepharo, Sapharpo, Shephardo, Sefardo, Siphardo, Sphardo, Piff Puff Puff, Times Square, Times Square Bouquet, Broder City, Wisconsin Garden, The Wetterhahn, Azov, Borok, Grodno, Jaroski, Kronstadt, Vilna, Eladimir, Musko-Ka, Wolmar, Peter Woodland, Crown Wichita, Providence Finest, Gem City, Barkeepers, Busy Buzz, Philo S. Bennett, Jane Oaker, The Boulder, U. S. Tattlers, La A. Z., Much a Merry Crack, Felix Haney, La Modita, Royal Hunt, Salano, Oh-Jay-Pea, Villa Blanca, Major Hughes, Adobe, Zuni, Hopi, Trapezish, Spanish Monarch.

KROHN TOBACCO CO. ORGANIZED.

The Krohn Tobacco company has been incorporated at Windsor, Conn., with a capital of \$100,000 for the purpose of raising, dealing in, curing and manufacturing tobacco. The incorporators are M. Krohn, of Cincinnati, O., Allen H. Reeder, of Dayton, O., Lewis Sperry, of South Windor and Fred B. Griffin, of Grandby, Conn. Tobacco will be grown in the open. Mr. Krohn and Mr. Reeder bought the real estate of the International Tobacco Culture Corporation when it was sold at auction a few days ago.



Sam'l. Axelrod, a cigar dealer of 1337 South street, has been arrested on the charge of knowingly selling cigars bearing bogus labels of the Cigar Makers' International Union. This is the result of some aggressive work recently entered into by members of the Blue Label League, who have already caused the arrests of H. L. Haines and J. Fred. Holzinger, cigar brokers at Red Lion, Pa., and N. G. Meade, a cigar manufacturer of that place. Luther S. Kauffman represented the prosecution when Axelrod was brought before Magistrate Jerome, and defendant was held in \$1,000 bail for court.

Although the Theobald & Oppenheimer Co. had a very satisfactory business during the first months of the year, they report a considerable increase this month. John T. Dee, the resident Chicago representative, made a short visit to factory headquarters here last week, and had some interesting reports to make to President Spitz. The several salesmen, who are now out on the road, are sending in encouraging reports and the house is particularly pleased with the results in the distributing of their La Toco, clear Havana cigars, which are made at the firm's factory at Tampa, Fla.

There is every evidence of increased activity at the factory of M. D. Neumann & Co. Mr. Neumann is at present upon an extended western trip, while Secretary Sig. C. Mayer is covering the south, and both are sending in some good sized orders. Mr. Leopold, the firm's representative through New York state and Pennsylvania is also looking after his regular territory, all of which is making it necessary for the firm to advertise for some additional hands.

The E. Bradford Clarke Co., at 15th and Chestnut streets, are making leaders in their window display this week of the Golden Eagle of the Bock factory at Havana and the Panatelas, of the Pedro Murias factory.

Thos. Massey & Co., liquor dealers and cigar distributors on Chestnut street, are this week making a special drive on Manrara Bros. & Co's Vedada, Havana cigars.

The four stores operated by W. E. Link, whose financial embarrassment was recorded in last week's issue, have already been entirely closed out. In the 1613 Germantown avenue and the Cal-lowhill street establishments a new proprietor is already in possession. Mr. Steinberg, of 1631 Ridge avenue, was the purchaser of those two places who has the places open for business.

It has just leaked out that a few nights ago H. D. Narrigan, of H. D. Narrigan & Co., entertained several of his most intimate friends at his residence, it being the occasion of his 48th birthday anniversary. We also learn that F. B. Robertson, and others well known in the trade were among the guests.

L. F. Mueller and T. J. Daly, traveling salesmen with Dohan & Tait, are both at present out on business trips, the former covering his usual territory in this state, and the latter is now making an extended western trip. The house reports that business has somewhat improved.

We are informed by John R. Young that arrangements have been practically completed for the holding of this year's convention of the National Cigar Leaf Tobacco Association at the Hotel Rudolph, Atlantic City, and that he is hopeful of a good attendance.

Mr. Comber, of the Allen & Marshall Co., informs me that their business this week is showing a very nice increase. In fact the best of the present year. The demand is getting quite heavy for their Hunter and El Rutherford cigars.

The new cigar cutter put out by Duncan & Moorehead among the handlers of their Marcello Key West cigar, are attracting considerable attention at a number of the stores where they have been placed.

Fred. Hipple, of Hipple Bros., is spending the week in Lancaster county, with headquarters at Marietta, where they are putting up a packing of this year's tobacco.

M. B. Arendt, with J. Hirschburg & Bro., is now on an extended western trip, and reports from Kansas City that

trade conditions there are quite satisfactory.

R. W. Boch has been having a window exhibit at his Broad street store of the Tahard Inn, nickel cigars, manufactured by the Havencia Cigar Co., of this city.

The Le Roy little cigars manufactured by L. Miller & Sons, of New York, are again being considerably advertised in this city in the local dailies.

Geo. W. Neuman, of Young & Neuman, has just returned from a short trip through Pennsylvania which was his best trip of the present year.

Geo. F. Schnath, with Schroeder & Arguimbau, N. Y., and Geo. Gibson, of Sneeringer & Co., Baltimore, arrived in town today.

Arthur Loeb, eldest son of Leopold Loeb, is about to sail for Amsterdam to attend the remaining inscriptions.

Harry Dolinsky, of H. Dolinsky & Son, is spending a few days in the New York leaf market this week.

Geo. Burghard is now showing his trade some 1902 Havana, which he has received recently.

A. J. Brady, of McSherrytown, was a visitor here during several days this week.

PHILADELPHIA LEAF MARKET

The domestic leaf market has shown no particular change during the past week, excepting perhaps an increased demand for B's. 1902 Pennsylvania and Wisconsin tobaccos have been bringing good prices. In fact prices were well maintained on all types of domestic tobacco.

Havana has also remained steady and a fairly good volume of business is reported.

Sumatra.—Attention has again diverted, at least for a time, to the old goods, presumably on account of the reported high prices for the new goods. The trade seems anxious to see the new goods, but actual sales are principally in old goods.

Patrick Gordon Sales.

A. D. Killheffer, proprietor of the Eureka Cigar Factory, at Millersville, Pa., has returned from a business trip, and reports closing arrangements for supplying another large distributor with his Patrick Gordon 5c cigars which will again mean an additional output for his factory. It is seldom that Mr. K. makes a trip that he does not succeed in securing some desirable new accounts for one or more of his well known brands. The factory he states is becoming well filled with orders and an additional force may be required to meet the demand if it continues to grow at the present rate.

George Frings Ill.

Geo. Frings, of J. Frings' Sons, has been confined to his home for several days, and the physician in charge is fearful of some serious complications, or a possible attack of typhoid fever.

SPECIAL NOTICES

(12¢ cents per 8-point measured line.)
YOUNG MAN with ambition, business experience and high reputation is open to a good business opportunity, or would join a good reliable man in establishing a new business, cigar manufacturing or other tobacco business preferred. Can command capital. Address E. C. L., Box 141, care of The Tobacco World, Philadelphia.

FOR SALE.—38 Williams Suction tables, 13 Bunching machines, 185 lbs. Havana Scrap, 66 lbs. Sumatra, 1.68 lbs. Pennsylvania Filler, 2619 lbs. Gebhaut, 2849 lbs. Wisconsin, 157 lbs. Binders, 520 lbs. Binder Filler. Address by mail only GRO. W. COCHRAN & CO., De Long Building, 13th and Chestnut Streets, Philadelphia.

MANUFACTURER of nickel and medium grades of cigars—fine line—will engage good man to sell to wholesale trade. Address Pennsylvania, Box 142, care of The Tobacco World, Philadelphia. 4-20-2.

WE HAVE the best and cheapest advertising novelty on the market today. Write for free sample and particulars. Monarch Novelty Mfg. Co., 177-181 East Division St., Chicago. 4-20-2

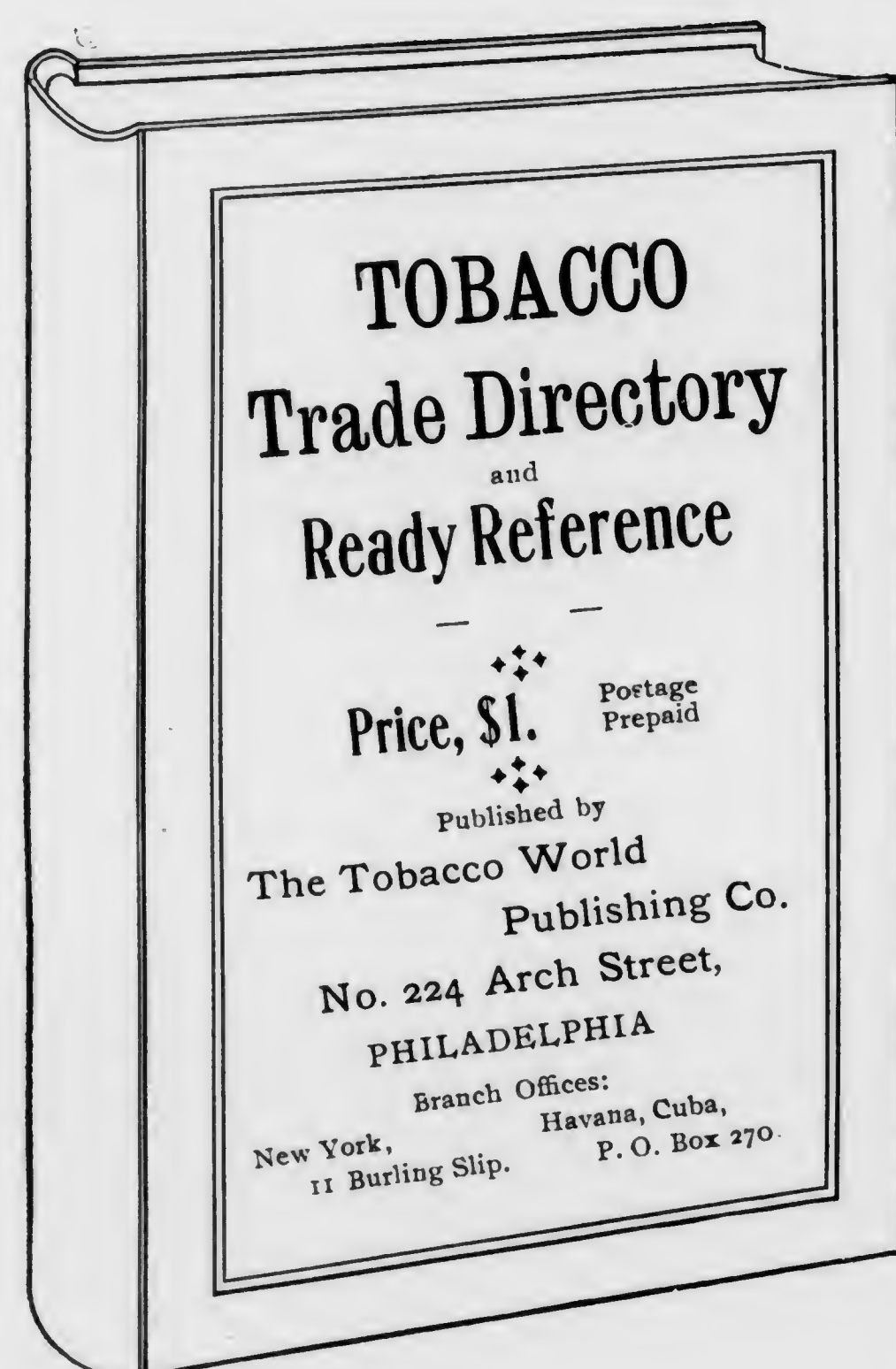
SALESMAN for jobbing trade wanted by a Union factory in Pennsylvania. State particulars. Address Union, Box 143, care of The Tobacco World, Philadelphia. 4-20-2.

FOR RENT.—A Cigar Factory in the city of Reading. Nvery convenience, and facilities for a large force. Address ED. GANTHER, owner, 213 N 10th St., Reading, Pa. 2-20-4.

FOR RENT.—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Convenience. Apply to 3-30-4 H. W. HOFFER, York, Pa.

IF YOU WANT A LEADER IN UNION-MADE CIGARS C. RUPPIN--LANCASTER, PA.

WRITE TO
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

W. C. JACKSON
Manufacturer of
♦ Fine Cigars ♦
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Telephone Call, 432-B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**



Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

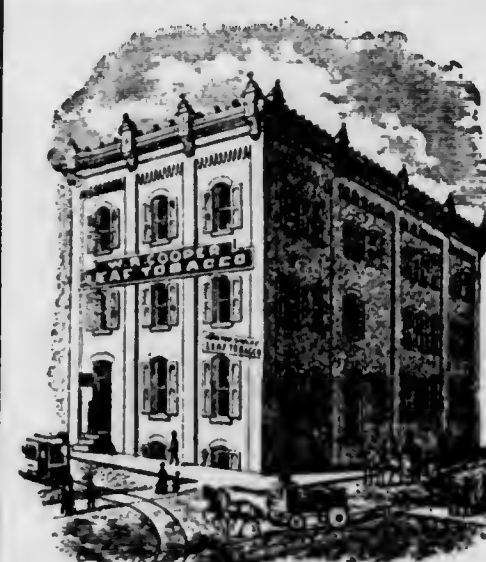


Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in
Leaf Tobacco
No. 313 East Fulton Street,
LANCASTER, PA.

**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.



THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'f'rs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

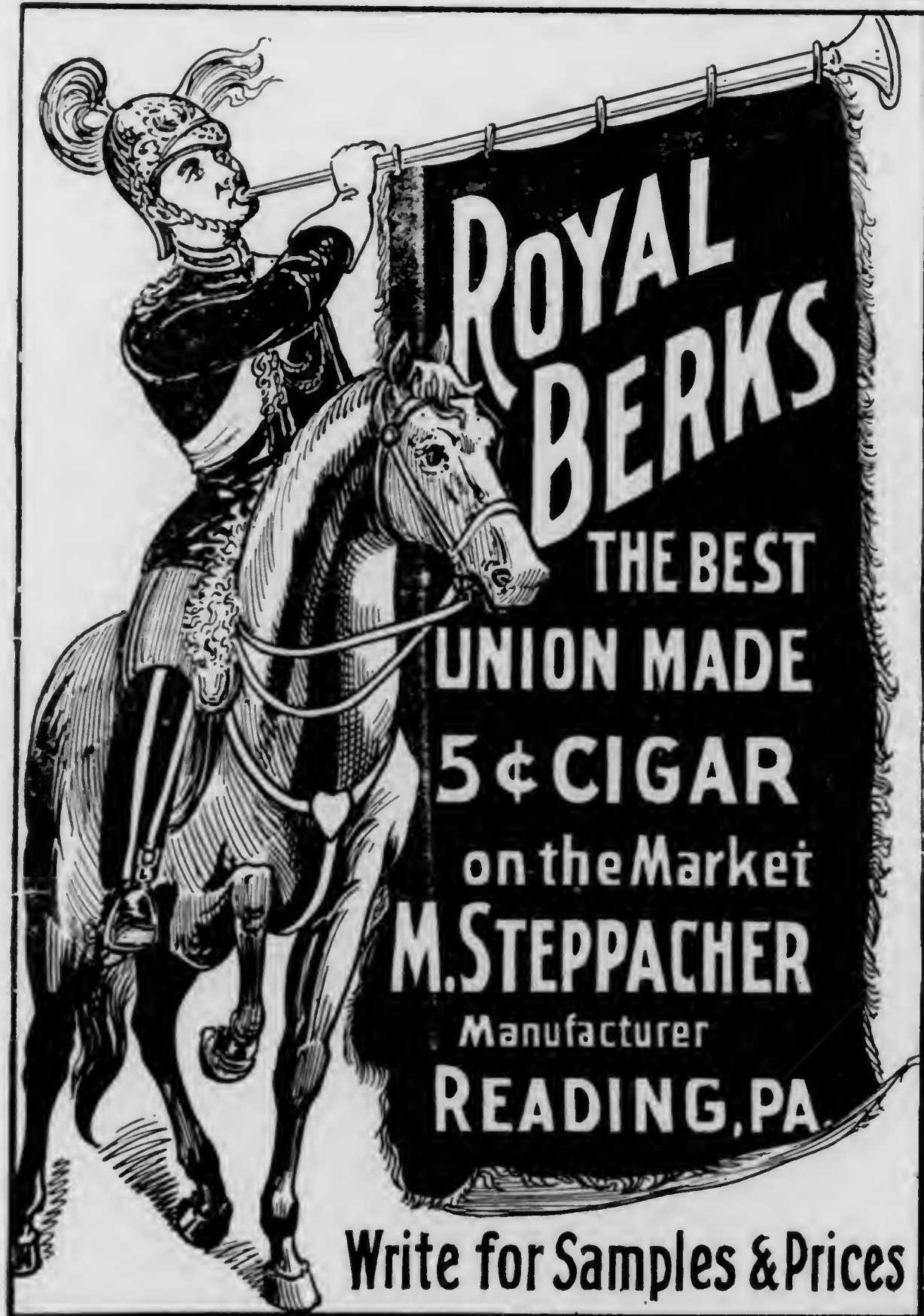
All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you

The Best Goods
at
The Best Prices.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

WE CAN
SAVE YOU MONEY
The Sternberg
M'fg Co.
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.

UNITED CIGAR
Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.



**ROYAL
BERKS**
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

SPECIAL OFFER

OF THE
American Tobacco Co. to Sub-Jobbers in Part of
Pennsylvania and New Jersey.

The American Tobacco Company has issued the following circular to sub-jobbers in Philadelphia, Manayunk, Chester, Coatesville, West Chester, Norristown and Phoenixville, and also Camden, N. J.:

New York, April 11, 1904.
To Sub-Jobbers.

Effective on and after this date, and until further notice, you may extend the following offers to retailers:

Offer, No. 2.

On a sale made by you to a retailer of 100 pounds of our listed brands of tobacco and 1250 Old Virginia Cheroots, or 250 cigars, we will pay the retailer 2c. per pound on the tobacco.

On a sale made by you to a retailer of 100 pounds of our listed brands of tobacco and 1250 Old Virginia Cheroots and 250 cigars, we will pay the retailer 3c. per pound on the tobacco.

For every additional Old Virginia Cheroots or 250 cigars he buys from you at the same time, with the 100 pounds of tobacco, we will pay 1c. per pound additional on the tobacco.

Offer, No. 3.

On a sale made by you to a retailer of 50 pounds of our listed brands of tobacco and 750 Old Virginia Cheroots, or 150 cigars, we will pay the retailer 2c. per pound on the tobacco.

On a sale made by you to a retailer of 50 pounds of our listed brands of tobacco and 750 Old Virginia Cheroots and 150 cigars, we will pay the retailer 3c. per pound on the tobacco.

For every additional 750 Old Virginia Cheroots or 150 cigars he buys from you, at the same time with the 50 pounds of tobacco, we will pay 1c. per pound additional on the tobacco.

Offer No. 4.

On a sale made by you to a retailer of 25 pounds of our listed brands of tobacco and 500 Old Virginia Cheroots, or 100 cigars, we will pay the retailer 2c. per pound on the tobacco.

On a sale made by you to a retailer of 25 pounds of tobacco and 500 Old Virginia Cheroots and 100 cigars, we will pay the retailer 3c. per pound on the tobacco.

For every additional 500 Old Virginia Cheroots or 100 cigars he buys from you at the same time, with the 25 pounds of tobacco, we will pay 1c. per pound additional on the tobacco.

Offers Nos. 2, 3 and 4 may be made up of tobacco and Old Virginia Cheroots, or of tobacco, and any of the following brands of cigars an assortment thereof, viz.: "James G. Blaine," "El Capitan General," "Lisco," "Dragoon," "Grenadier," "Gladstone," or of tobacco, Old Virginia Cheroots and cigars, and should be made up entirely in the following cities and towns: Pennsylvania—Philadelphia, Chester, Coatesville, Manayunk, Norristown, Phoenixville, West Chester, New Jersey—Camden.

In order to materially interest you in making sales under these offers, we make the following offers to you:

We will send our check to you for the amount equaling 25 per cent. of the amount to which the retail customer is entitled on sales made by you under Offers, Nos. 2, 3 and 4, on this circular. This is in addition to all other outstanding offers.

We make it a condition of each of these offers, that all the goods reported sold by you must be shipped, or delivered and invoiced at one time and before you report the sale to us.

These offers are made for retailers only (for sale by them to consumers), and must not be extended by you to sub-jobbers, peddlers, branch houses or customers of this company.

To enable us to carry out the provisions of these offers, it will be necessary for you to send us promptly during their continuance, record of your shipments or deliveries to retailers under the provisions of any of these offers, furnishing in every instance the names and number of pounds of the brands sold, and the retailer's full name and street or post office address. Printed blanks for this purpose will be furnished at your request for them.

We will positively decline to send checks to retailers for any sub-jobber reporting sales not made strictly in accordance with these offers, or for any sub-jobber who fails to carry out in good faith all of the provisions of these offers, or to any retailer who makes a purchase for any other sale than for sale to consumers.

These offers may be cancelled or withdrawn at our option.

No representative or employee of this company has any authority to change any circular, letter or price list issued by this company.

Yours truly,

THE AMERICAN TOBACCO COMPANY.
N. B.—Please note that in this circular there is no Offer, No. 1.

In and About Old York.

Expected Improvement Not Yet Realized, But Still Confidently Looked For.
York, Pa., April 18, 1904.

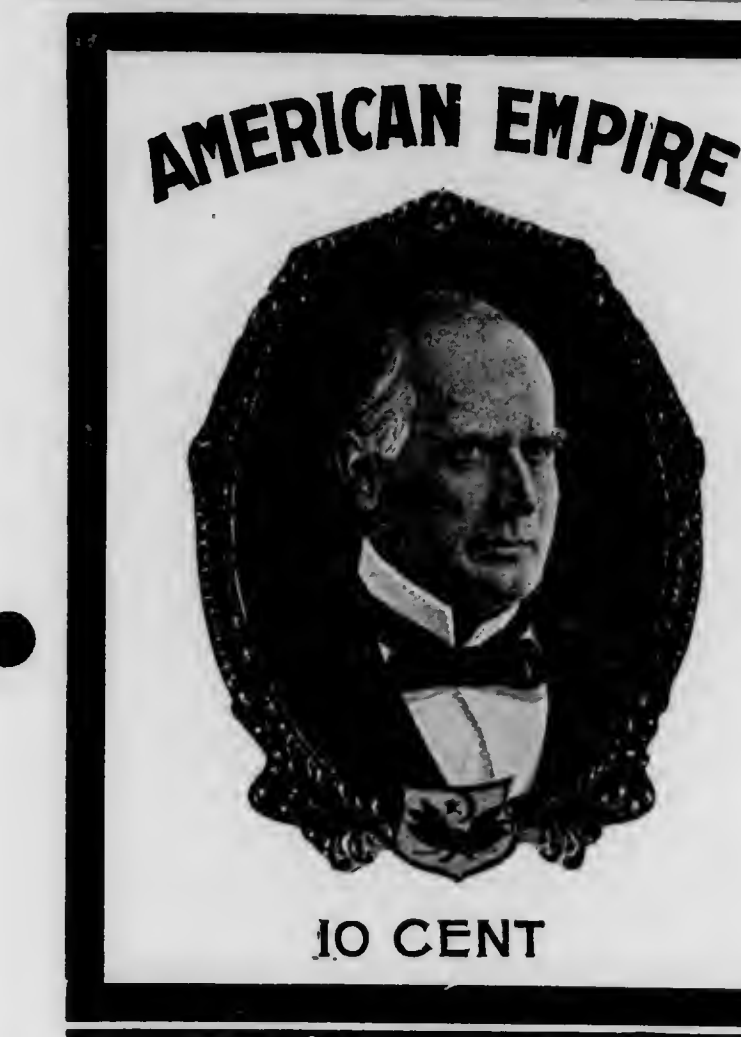
There has not yet been the improvement in business that was anticipated early in the year, but hope is not waning, as there are some indications of an improvement very soon; if manufacturers may judge from inquiries. Some of the farm-manufacturers, of which we have only too many in this country, are again, beginning to turn their attention to the forthcoming outdoor work, and we will no doubt soon see many small shops close business for the summer, as many of them work at cigar making only a few months during the winter season. But during that time they naturally draw some work away from the regular factories, even though they frequently sell their goods at such ridiculously low prices that they not only do not make anything of consequence for themselves, but also injure the business to some extent.

D. A. Schreiber, member of the leaf firm of D. A. Schreiber & Co. of this city, died last week, after some weeks suffering from erysipelas. He was thought to be better, and the physician in charge stated that he thought his recovery was only a matter of a little time, but he suffered a relapse in building up a very nice business on goods ranging in price from \$12 to \$30 per thousand, but nothing under that. It has taken much energy and hard efforts, he said, but success in any undertaking to-day he thought well worth striving for, and in his case the results give him much satisfaction.

The Kohler cigar store has been removed to the new location on East Market street, and is one of the attractive stores of the city. A specialty is made of the goods of George A. Kohler & Co.

Marcus Ausschmitt has started the Coutista Cigar Co. in East York.

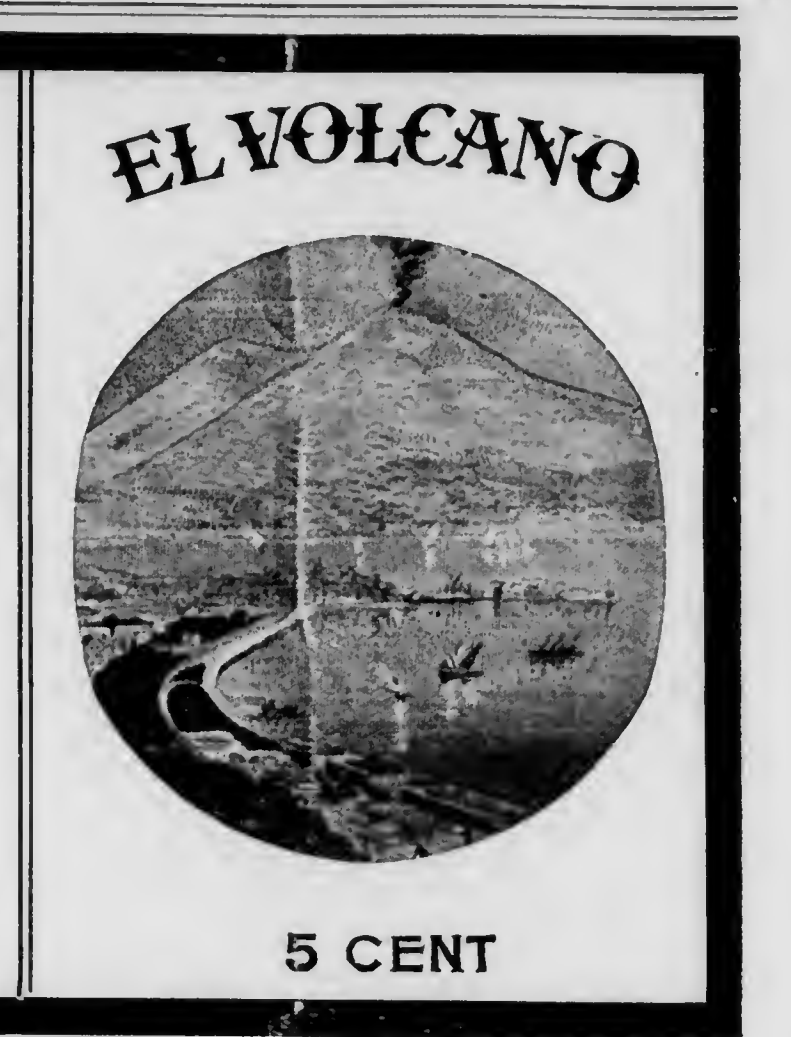
S. Katz & Son, trading as the Penn-



AMERICAN EMPIRE
10 CENT



J. E. Spatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO. 12
1ST DISTRICT, PA.
READING, PA.



EL VOLCANO
5 CENT

sylvania Cigar Co., have commenced a jobbing business on West Philadelphia street.

A meeting of the Cigar Box Manufacturers' Association was held in York last week, with President H. W. Hoffener, Secretary Walter Myers and Treasurer Allen Kauffman, and a large attendance of members present. No business of any special importance was brought before the meeting. The Association is largely a social organization, but through its efforts a great amount of general good has been brought about. It is said that 24 of the 26 box manufacturers of this section are members of the Association.

Sam Slenker, formerly of Yoe, has taken charge of the Union Cigar Factory on South Water street, this city, which until recently was operated by Schneider Bros.

The Yorkana Cigar Co., at Yorkana, Pa., which is now one of the largest factories in that section, has made remarkably good progress since it passed into the hands of the present management. It is a thoroughly well equipped establishment of large dimensions, and is equipped with all modern improvements and facilities for the handling of an extensive business. The factory management is under the personal supervision of Alex. Dietz, while R. T. Pauls looks after the financial matters. The firm caters to the need of wholesale trade only, handling nickel and medium grades of cigars, the cheapest grades not being made by them, and they report good prospects for a satisfactory year's business.

W. C. Jackson, of East Prospect, is energetically pushing his business, and in addition to a nice line of 5 cent goods; he is at present giving attention to a particular brand of two for 5 cents cigars, on which he is having a good run.

H. S. Shelly, at Craley, has succeeded in building up a very nice business on goods ranging in price from \$12 to \$30 per thousand, but nothing under that. It has taken much energy and hard efforts, he said, but success in any undertaking to-day he thought well worth striving for, and in his case the results give him much satisfaction.

J. H. Stiles has just returned from a

visit to the leaf tobacco markets of Ohio, and is well pleased with the progress of the new tobacco bought by him.

Quiet in Lancaster.

Buying for Immediate Needs the Rule—Improvement Among Manufacturers.
Lancaster, Pa., April 18, 1904.

The leaf market in old goods has been very quiet during the past week. Manufacturers as a rule are apparently buying in a hand to mouth sort of way, only quantities sufficient for immediate needs.

Large quantities of the new crops are being received at many of the different warehouses, and it is now believed that a very large proportion of the new crop has been already contracted for.

There appears to be some improvement in the cigar trade during the past week among cigar manufacturers in some sections of the county. The Akron, Denver and Bowmansville factories are showing increased activity.

Menno M. Fry & Co. are now offering their 1903 bulk sweated Pennsylvania broad leaf, which includes choice fancy tops and binder stock. This firm is the pioneer in the bulk sweating process, under which they have now been operating very successfully for several years. The fact that by this method there is now available some good and well matured binder goods for which there is not an over-abundant amount, may be a great advantage to leaf dealers and manufacturers alike. The house makes a specialty of handling wholesale trade only. Mr. M. M. Fry, the senior member of the firm, recently returned from a several months' sojourn in the South which has greatly benefited his health, and, to use his own words, we might say that he is again in harness.

A. W. Zug, on North Cherry street, reports a very fair and steady trade, and also states that his business with Philadelphia houses has shown an encouraging increase, while from other sections he has also had a fair share of business.

L. E. Ryder has been absent a few days calling on his nearby trade. Conditions are reported as only passably good.

H. Gottselig & Bro., at 828 St.

Joseph street, report a considerable amount of business on hand at present. They make nothing lower than nickel goods. They are young men of energy, and are pushing the business with all possible activity.

Kauffman Bros., who some time ago removed to 38 Laurel street, from 227 Cherry street, now occupied by A. W. Zug, have lately put on the market a new brand which has been a rather successful venture, and while not particularly rushed, they are greatly encouraged with the prospects ahead as they see them.

The M. Kinport Cigar Manufacturing Company, at Manheim, have resumed operations, after a short shut down. They say many duplicate orders are now coming in for their American Duchess and Empire Crown, their leaders in the nickel line. Mr. M. Kinport and his son Horace visited Philadelphia last week. John F. Schreck, the factory superintendent, also does some traveling in the interest of the company, and has done much to bring it to its present standing. It is the largest factory in Manheim.

C. G. Singley, of Manheim, is making up samples of a new shape of cigars, which he will submit to his old customers. He feels confident that it will be favorably received by the trade and result in some good new business. Mr. S. is regarded as one of the most skillful mechanics in the county.

E. C. Bowers, at East Petersburg, is conducting a union factory. He makes a leader of his Flor de Union Made, and takes special delight in the cleanliness of his workrooms, and is meeting with a very satisfactory degree of success.

I. H. Weaver, leaf dealer, was in Philadelphia last week, and closed a very fair sale of leaf.

E. F. Law was also away last week on a short trip through Philadelphia and Southern Jersey.

Schoenborn & Co. Acquire New Stand.

E. M. Schoenborn & Co. have purchased from L. Black and others the cigar stand at the Chittenden Hotel, Columbus, O., and will immediately install new cases and counters, and operate

the stand in conjunction with the ones they already have in the Neil House, Great Southern Hotel and Hartman Hotel. The place in the lobby of the Chittenden is leased from the Iroquois Hotel Co.

Haas & Co Purchase Property.

L. B. Haas & Co., extensive leaf tobacco packers at Hartford, Conn., have purchased the Lee & Dean block on State street, that city, covering 146, 148, 150 and 152 State street, which will be remodeled and greatly improved and partly used for their own purposes. In addition to the city property the firm occupies warehouses at South Windsor and Hockanum, Conn., and in North Hadley, Mass. They are at present employing about two hundred hands in packing tobacco.

To Probe New England Conditions

Mr. Tawney Calls for Investigation of Alleged Conspiracy in Restraint of Trade.

Washington, April 18.—Representative Tawney, of Minnesota, today introduced the following resolution:

"Whereas, It is charged that a large class of wholesale dealers in chewing and smoking tobacco in the New England states, comprising practically the whole sale tobacco dealers in that section of the country, have suddenly and without notice or warning thrown out and discontinued the purchase and sale of all chewing and smoking tobacco not manufactured and sold by certain large corporations.

Resolved, That the Secretary of Commerce and Labor be directed to investigate the cause of this action, and to ascertain whether or not these conditions, if they exist, have resulted in whole or in part from any contract or combination in the form of a trust, monopoly or otherwise, or constitute a conspiracy in restraint of trade and commerce."

The resolution was referred to the Judiciary Committee.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind
on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in
Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKERS OF LEAF TOBACCO
READING, PA.
BRIDGE CAPACITY 10,000 CASES

PACKING HOUSES:
Janesville, Wis.
Milton, Albany.

J. E. SHERTS & CO.
Manufacturers of



High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

WASHINGTONIAN * GREAT FATHER
SEED AND HAVANA
10¢
MANUFACTURED BY **A. B. CLIME** TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA ROLFES CHOICE 5¢
POINTED ARROW SHARP KNIFE
VAMPIRE

TRADE NOTES

Bluss & Spletter will shortly open a
new cigar factory at Jefferson, Iowa.

M. E. Medley will soon open a cigar
manufacturing establishment at Peoria,
Illinois.

W. H. Freer, in the Wright Building,
Jackson, Mich., has sold his cigar and
news business to F. E. Maxon.

B. C. Adams has recently purchased
the Weiser Cigar Factory at Weiser,
Idaho, lately conducted by F. J. Brandt.

Bruce Pearson, formerly of Table
Grove, Ill., will shortly open a cigar
store and factory at Bushnell, that state.

Chas. Arden, formerly a foreman in
the Swisher Cigar Factory, at Columbus,
O., contemplates the early opening of a
new union cigar factory in that city.

T. H. Wright, of Jacksonville, Ill.,
has purchased the Jacksonville Cigar
Box Factory, formerly conducted by Hal-
ler & Higgins, and took possession of the
premises on the 4th inst.

The union cigar makers employed at
the cigar factory of Thos. Engelhardt, at
Nashville, Tenn., are out on a strike.

owing to a dispute over the wage ques-
tion. It is alleged by the cigar makers
union that other factories have consented
to a new scale, but which Mr. Engel-
hardt, it is said, has refused to do.

Wm. C. Danford and P. J. Reilly, of
Topeka, Kan., will soon open a cigar,
jobbing and manufacturing business at
Lincoln, Neb. Headquarters have been
already in the Ripey Block.

R. Lorenzen has purchased an interest
in the cigar manufacturing business of
W. Lorenzen at Atlantic, Ia., and
hereafter conduct the business under the
firm name of Lorenzen Bros.

Gus Gutfrand, proprietor of the Pioneer
Cigar Store at W. Fifth and Locust streets,
Des Moines, Ia., has made a contract for
the complete remodeling of his cigar
store, which will require an outlay of sev-
eral thousand dollars. Both the interior
and exterior is to be completely over-
hauled.

The cigar manufacturing firm of Schei-
dermann & Hazenbauer, at 132 Lafayette
street, Utica, N. Y., has been dissolved,
Mr. Hazenbauer retiring. Mr. Schnei-
dermann has, however, taken his son into
partnership and will continue the busi-
ness under the firm name of Schneider-
mann & Son.

C. E. MATTINGLY & CO.
MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.



La Imperial Cigar Factory,

J. F. SECHRIST,
Proprietor

Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars

LEADERS: York Nick,
Uncle Joss,
Oak Mountain,
Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.



Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana
Cigars
Joe F. Willard is Our Popular
Leader.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity,
100,000
to
125,000 **Cigars**
Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



A. F. HOSTETTER,
Manufacturer of

**High-Grade
Domestic
Cigars**

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader
Known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

W. H. RAAB & SONS,
MANUFACTURERS OF

**High Grade
Cigars.**
CAPACITY
75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

M. H. Clark & Bro Cable Address: "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY
PADUCAH, KY. Clarksville, Tenn.

HIGH-GRADE CIGARS



A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF

Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.
Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited.

Write for Samples.

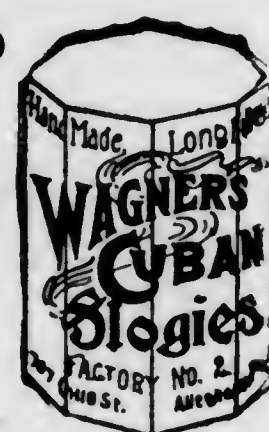
SOMETHING NEW AND GOOD
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connecticut

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Another week has passed and still very few tobacco beds are sown. I have heard of only three, two of them by small growers, and one large grower in Hatfield. As to the other towns I can only learn by correspondents and exchange papers. Now I don't think anything has been lost in keeping the seed bottled tight in cupboard or pantry. There is very little use in starting the beds when the ground is frozen and damp. I saw one man testing the ground with a crow bar. In many places it was less than a foot to frost, but this same man said he should put his seed to soak, so as to sow about the middle of the week. He asserted that in looking over his journal he found that April was the earliest he had ever sown, and the date ran from April 11 to April 13 for about ten years. If he gets around to it by the middle of the week it will be the thirteenth.

Some are complaining about the lateness of the season, but if they kept a journal they would find that seed-time and harvest come along in about the same months every year. Most of us have our fathers or uncles living with or near them, and they are forever telling how in a certain year they planted corn in April or the first week in May. Well, what if they did? They lived in a time when everybody did their work with oxen, and all the hand work in a similar primitive way. They used what implements they had in a vigorous manner, no doubt driving the cart astride one row and carrying along four or six other rows and putting a shovel of manure in the hill. Now, by the use of the spreader, we distribute the manure and use a disk harrow to pulverize and mix the manure with the soil. The work is accomplished much more quickly and in better form, and the fertilizers are all sown with a machine, the corn planted with a planter, and so it goes throughout the whole course of the spring work. So do not take it to heart and imagine that if you do not get the tobacco beds made on

Fast Day that the tobacco crop has gone to smash. Wait until the frost is out of the ground the snow banks are lost sight of, and the ground has become dry enough to walk on, then sow the seed, and after it is sown be very sure that the beds are well weeded and watered. Use plenty of fertilizer and keep the glass on all time, so that the sun will not burn the plants, unless your plants are too forward and will come along before your land is fitted. Do not neglect the fitting, but do it well. Work the soil in a good, thorough manner, for, as I have said many times, and may repeat once more, you are starting in to raise your money crop. So when you read this and it makes you think of some work that you have planned to do and it is not done better, please go and do it.

The rather dubious condition of the shade-grown tobacco industry was brought out by the recent testimony of F. F. Griffin, who, as receiver of the International Tobacco Culture Corporation, has had in his charge about eighty thousand pounds of the product. He told Judge Wheeler that he had sold some of it, one bale, for \$2 a pound, and had sold more of it at 1½ cents a pound. The average price received was 68.8 cents a pound. He had endeavored to dispose of the tobacco among jobbers, but there was but little demand for it, but he was gradually working a little of it off. He said that he had received one offer for all the shade-grown in his possession. The offer was 17c a pound. Mr. Griffin thought the offer was too low and refused it. He said that it cost about \$1 a pound to get shade-grown tobacco in the bundle

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —



10c.
A Perfect Cigar.

5c.
A Delicious Smoke.
Strictly Hand-Made.



They Are Deservedly Popular.
MANUFACTURED BY
CHARLES M. YETTER,
Reading, Pa.

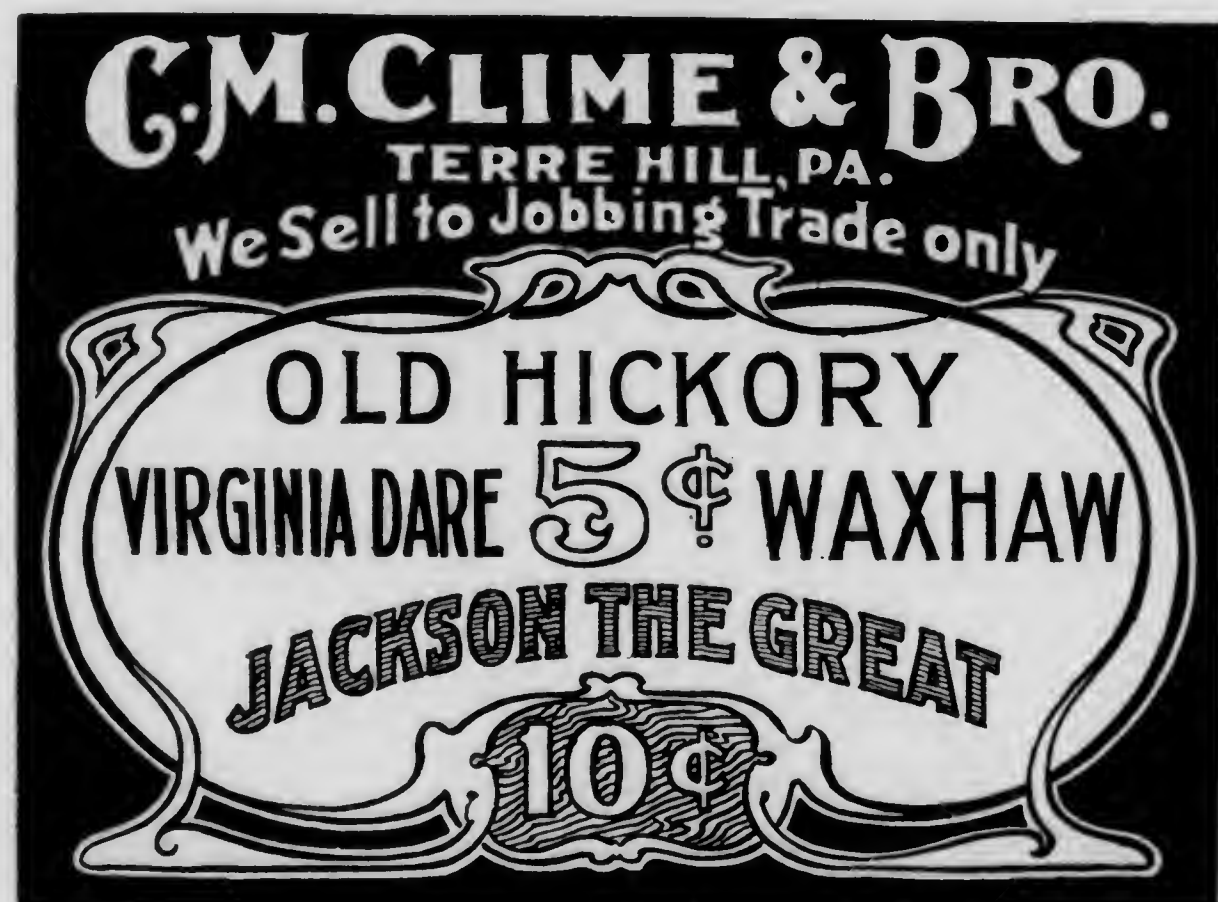
We use the BLUE LABEL of the Cigarmakers' International Union of America.

WE SOLICIT YOUR CORRESPONDENCE.



R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



ready for the market. The International Tobacco Culture Corporation grew fifty-five acres in the open last year. Mr. Griffin, as receiver, sold this tobacco, receiving 10 3/4 c a pound for the Havana and 15 c for the broad leaf, assorted. He said that it cost about 10 c a pound to grow tobacco in the open, and with the loss and shrinkage in the crop of last year it had cost more to raise the tobacco than was received for it.

Our correspondents write:

Wethersfield, Ct.: "Not much in the tobacco line to report at present. The crop is mostly bought up. I hear there are a few good lots remaining. Not many buyers around now. No beds sown as yet."

North Hatfield: "C. L. Warner and O. Belden & Sons are the first to report tobacco plants up under glass. Others are making their beds as fast as the land will admit. About the same acreage will be set to tobacco this year."

Coway, Mass.: "I have no sales to report this time. The tobacco is nearly all drawn off now. Those that did not sell have had it assorted. The tobacco beds have been sown the last week, so we are on the way for another crop, and I hope, as do all, that we may have a good year and be able to grow a crop that will suit the buyers."—American Cultivator.

BALDWINVILLE, N. Y.

The market continues quiet with no riding being done by the buyers. A. Heinke received 200 cases Monday recently purchased by him in Ohio. R. F. Thorn sampled a 1902 packing of 100 cases last week for James Town at Plainville.—Gazette.

EDGERTON, WIS.

The buying movement is progressing quietly throughout the tobacco growing districts and in the aggregate a great many thousand cases are being lifted every week. It is quite probable that better than half the crop has been sold to date. Prices are low—the cheapest growers have accepted in years—but the farmers have become reconciled to the conditions and trading is generally effected quietly. A few sales reaching us show about the average price paid for selections, a very large per cent. going at still cheaper figures:

Otto Anderson, 10a at 5 1/4 and 1c.
L. J. Davenport, 13a at 6 3/4 and 1c.
A. Vickers, 9a at 5 and 1c.
Alma Marsden, 8a at 5 and 1c.
Mrs. Hanson, 5a at 5 1/2 and 1c.
Thos. North, 5a at 5 and 1c.
F. Mabson, 4a at 5 and 1c.
H. Handke, 6a at 5 and 1c.
Hopkins & Matteson, 6a at 5 1/2 and 1c.
Geo. Pells, 3a at 4 and 1c.

The deliveries at the warehouses at the packing points have been larger this week, as growers are anxious to dispose

of their tobacco before the farm work gets crowding.

Several carloads have been taken in at this market by Chas. Sweeney for Marquisee, and shipped to Lancaster, Pa., in the bundle.

Not much has been done towards starting the seed beds for another crop as the season has been cold and backward to date.

Shipments, 800 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.
Owing to the dry weather receipts have fallen off and were for the week 245 hhds.; offerings on the breaks 6 hhds.; public and private sales since last report were 146 hhds., nearly all new tobacco at unchanged prices. The unsold stocks of old tobacco are of higher grades than the present demands call for, and are not offered.

The receipts at the loose tobacco warehouses have been fairly good. Farmers are trying to catch up with their field work which is behindhand.

There will be a very large crop of Burley put out, stimulated by present high prices.

The indications point to very little stemming next year in the dark districts.

QUOTATIONS: (New.)

Low Lugs	\$2.75 to \$3.00
Common Lugs	3.00 to 3.25
Medium Lugs	3.50 to 3.75
Good Lugs	3.25 to 4.25
Low Leaf	4.00 to 4.50
Common Leaf	4.75 to 5.50
Medium Leaf	6.00 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 11.00

HOPKINSVILLE, KY.

M. D. Boales.
The weather has been cold, dry and harsh, preventing handling during the past week, hence the movement in loose tobacco has been light and nothing has been done in hoghead tobacco. Prices are unchanged.

Leaf, Short, 5 1/2 to 6 1/2 c; Long, 6 to 8 c for Common to Good old tobacco. The loose floor sales run 2 to 3 1/2 c for Lugs; Leaf, 3 1/2 to 6 1/2 c. In the country 5 to 7 c was paid for the dark heavy styles. Fully 80 per cent of the crop is light in color and of light body. It is fine manufacturing tobacco, and a good substitute in many instances for Burley. As Burley is soaring so high in price owing to the heavy demand, it looks as though manufacturers would do well to turn this way for supplies.

The Reeves Cigar Co. has been incorporated at Wichita, Kan., with a capital of \$1500.

The American Cigar Machine Co., of Shawnee, Okla., has been incorporated with a capital of \$250,000, by Alonzo Jacobs, president; James R. Jacobs, secretary and treasurer; Joseph White, vice president, and William D. Fugatt, assistant secretary, all of Shawnee.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN NEW BRANDS Constantly ADDED
LITHOGRAPHERS AND PRINTERS. Samples furnished on application
322-326 East 23d St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE, 120-128 Pacific Street, NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,

Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.
Steam Cigar Box Manufacturer

Howard & Boundary Aves. YORK, PA.

FRAZIER M. DOLBREY G. F. SECOR, Special
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Wateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape. Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

A. Kauffman & Bro.

MANUFACTURERS OF

Cigar Boxes

OF EVERY DESCRIPTION,

York, Pa.

Gold Leaf Embossed Work.

EMBOSSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.
Largest Lithographers, Cheapest
116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.

716-728 N. Christian St. LANCASTER, PA.

M. D. BOALES,

LEAF TOBACCO BROKER.

Office Address: "Boales," U. S. A.
New Arnold's No. 5 Tobacco Office.
Hopkinsville, Ky.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers
in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

Business Changes, Fires, Etc.

Georgia
Atlanta.—S. Holland & Son, cigars, succeeded by Wm. J. Govan.

Illinois
Jacksonville.—H. Higgins, cigar manufacturer, succeeded by T. H. Wright.

Indiana
Connersville.—H. L. Hunt, cigars, etc., succeeded by Murphy Cigar Co.

Iowa
Clinton.—F. M. Lytzen & Co., whole-sale cigars, succeeded by F. M. Lytzen.
Marion.—J. C. Wilson Cigar Co. (not inc.) incorporated under same style.

Kentucky
Covington.—H. Friedman, leaf tobacco, out of business.

Maryland
Baltimore.—Geo. W. Cruse, wholesale leaf tobacco, succeeded by G. W. Cruse's Sons.

Massachusetts
Boston.—Philip J. Dolan, cigars, dead.
—Nagle & Wilson, cigars, chattel mortgage, \$5,000.

Cambridge.—Anglo Ottoman Tobacco Co. (not inc.) chattel mortgage, \$1, etc.
Chelsea.—Wm. Smith, cigars, etc., chattel mortgage, \$500.

Fitchburg.—Andrew Jensen, cigars, tobacco, etc., sold out to W. W. Burnap.
Springfield.—T. E. Wheelwright, cigars, etc., sold out.

Nebraska
Omaha.—E. R. Carpenter, cigars and tobacco, bill of sale, \$800 to W. K. Merryman.

New York
Canton.—Mrs. L. J. Tanner, cigar manufacturer, store closed.
New York City.—D. E. Rose & Co., cigars, damaged by fire.

Saugerties.—Jas. Merchant, cigars, etc., damaged by fire.

Ohio
Bowling Green.—Chas. E. Miller, cigars, chattel mortgage, \$183.

South Dakota
Brookings.—J. P. Olson, cigar manufacturer, satisfied real estate mtge., \$4,000.

Wisconsin
Janesville.—J. H. Lanphier, cigars, warranty deed, \$450.

PATENTS RELATING TO TOBACCO, Etc.

757,180 Device for isolating match sticks, Fran Czerweny, Deutschlandsberg, near Gratz, Austria-Hungary.

757,225 Cigarette or cigar box, Alcibiades Psiaki, New York.

The South Jersey Tobacco Co., wholesale dealers and jobbers in cigars and tobacco at Mount Holly, N. J., are successors to Worrel & Co. William W. Worrell is president, Richard B. Dickerson is vice president and John W. Harris secretary and treasurer.

The Black Horse Tobacco Co. has been incorporated under the laws of New Jersey, with a capital stock of \$50,000, for manufacturing tobacco. The incorporators are E. B. Sperry, William R. Journey, Jr., and Martin S. Watts. The company is registered at 104 First street, Jersey City, N. J.

"SOLLIDAY'S BRANDETTE"
for cigar manufacturers, and 1001 cigar advertising novelties and specialties, cigar pouches and caps; cigar manufacturers' stationery and printing. Write for particulars today.

Solliday Nov. Advertising Works, KNOX, IND. 3-30-1m

KLEINBERG'S

"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Oriental and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of

Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS
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BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

Glycosine B ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars

Headquarters for VANILLIN, COUMARIN,
TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.


E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

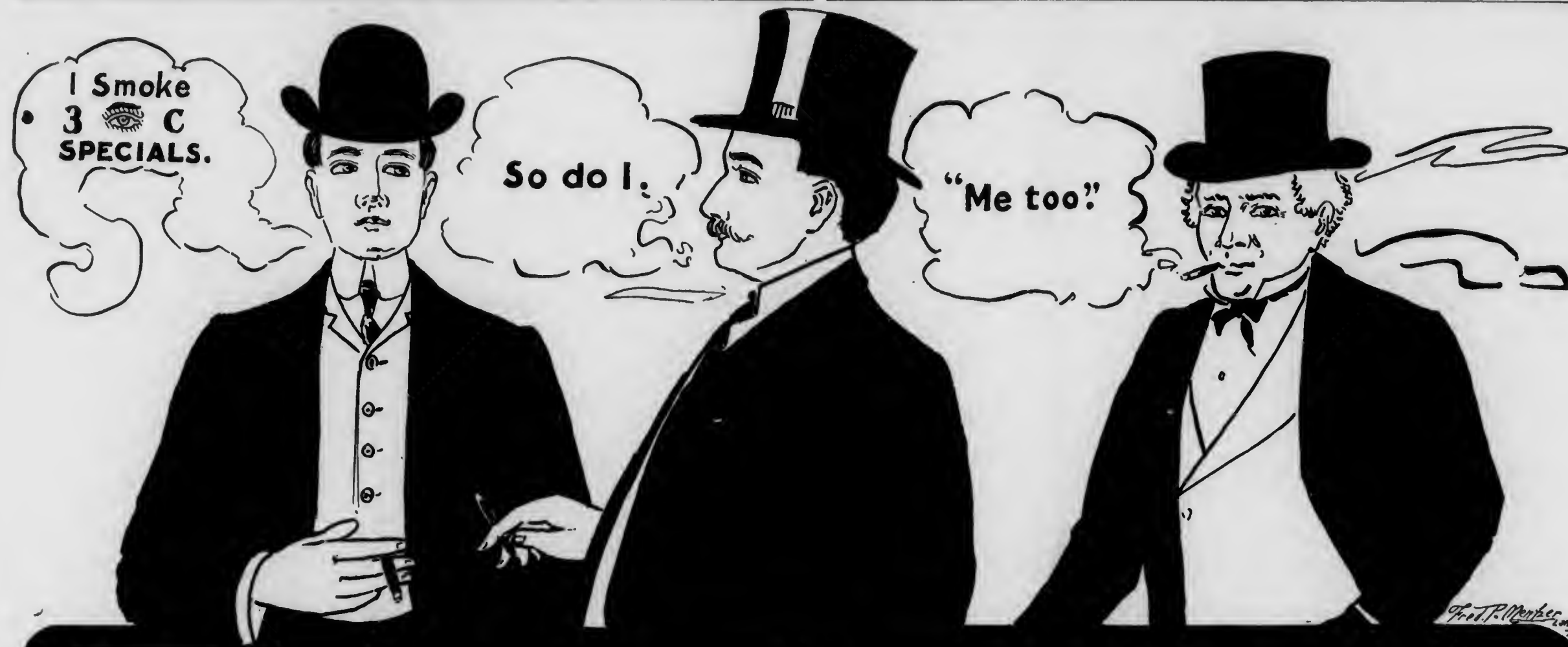
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JOHN A. SAUL,
De Drott Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF
ARTISTIC
CIGAR
LABELS
SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MARYLAND CLUB
MIXTURE
VIRGINIA PERIQUE
THE AMERICAN TOBACCO CO. NEW YORK.

31 **E. A. CALVES & Co.**  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THREE  **SEE!**
REGISTERED.
3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,
Lancaster, Pa.

CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
RIBBONS,
and
CIGAR
MANUFACTURERS'
SUPPLIES.

GEO. M. WECHTER,
Manufacturer of

CIGAR BOXES.

South Ninth Street,
Akron, Pa. Telephone Connection.
Established 1883.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
**High
Grade
CIGARS**

All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring

Used.



Communicate with the Factory.
We Can Save You Money.

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ESTABLISHED IN 1881
Vol. XXIV., No. 17.

PHILADELPHIA, APRIL 27, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

ANNOUNCEMENT!

*We are now in a position to Show Samples
of about*

1400 Bales
NEW SUMATRA

Light, Big Yielding Tobaccos.

PRICES REASONABLE.

Samples Gladly Submitted, or, if Preferred,
Our Representative Will Call.

H. DVYS & CO.

No. 170 Water Street,

NEW YORK CITY.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.

One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade
Medium
Priced **Cigars**
Red Lion, Pa.

Remember—the MELODIOSO is our Leader.



Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.

224 Arch Street, Philadelphia.
JAY V. KROUT, H. C. McMANUS,
Pres't and Gen'l Manager. Sect'y and Treas

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Address TOBACCO WORLD PUBLISHING COMPANY, No.
224 Arch Street, Philadelphia, Pa.

When the Leaf Dealers Meet

DURING the past week we have been asked a surprisingly large number of times the following question: What do you think will be done at this year's convention? To which we had to reply that it was impossible to make an intelligent answer, for the reason that at the time the full quota of delegates had not yet been made public aside from Philadelphia and New York, and the actions at the convention we felt confident depend much upon the personnel of the delegations. The expression of this opinion we believe is warranted by the fact that delegates are sometimes too backward, and either do not take a sufficiently deep interest in the proceedings, or they simply acquiesce in everything and let it go at that, even though they perhaps cannot convey an intelligent idea of the work done in the convention to their constituency upon returning to their home. We also venture the suggestion that there is plenty to do, and, furthermore, we feel confident that much will be done if a reasonable degree of enthusiasm is aroused. The annual report of the President, which has been a special feature, since the incumbency of Mr. Young began, and who made it an illustrious precedent in the tobacco trade, will it is hoped continue to be an attractive feature, and is looked forward to this year with even greater eagerness than heretofore. In addition the numerous committees appointed last year, and from which some good accounts should be forthcoming, should furnish much food for thought and possibly suggest many matters of growing importance, which if duly deliberated upon, ought to provide an abundance of work for the short time in which the work is to be completed this year.

The Dock Weight question seems to be paramount, and as the time for aggressive action is

now drawing nearer, it should come in for a full share of animated discussion.

It will be remembered that, at the suggestion of President Rosenwald, there was appointed last year a committee consisting of Joseph Mendelsohn, of New York; Geo. J. Schuster, of Milwaukee, and Harry W. Bremer, of Philadelphia, to report at the next convention a plan for the establishment of a national bureau of credits.

In addition the Committee on Arbitration, consisting of John R. Young, Philadelphia; Jos. F. Cullman, New York, and M. Krohn, Cincinnati, and the regular standing Committees—Trade Representation, Conference, Legislation, Credentials, Finance and Growers—all of which will doubtless have reports on hand, may well fill every minute of the available time for consideration and final disposition. We therefore reiterate that there is plenty of work to do when the Leaf Dealers meet.

The March Output.

PENNSYLVANIA seems to be falling somewhat behind her previous records in the output of cigars. During the month of March the First District produced 48,553,250, and as compared with 48,735,430 for March, 1903, there is a decrease of 183,180. But an even greater decrease is shown in the Ninth District, where the figures for March, 1904, were 61,299,190, and for March, 1903, 65,687,920, a decrease this year of 4,388,730. During the nine months of the present fiscal year, ending March 31, 1904, the output was 435,942,090, and as compared with 419,059,220 for the same period last year there is a total increase in the output of the First District of 16,882,870.

A different story is to be recorded as regards the Ninth District, the figures for which are for the nine months ending March 31, 1904, 574,144,129 and in the same period of last year, 586,242,470—a decrease of 12,098,341 in 1904.

The total production for the State of New York, during March, 1904, was 120,131,162. In March, 1903, it was 136,975,316, a decrease of 16,844,154 in 1904.

The Third District of New York, which is the largest producing district in the State, shows an output of 62,443,833. In March, 1903, the output was 69,935,766, a decrease for March of this year as compared with last year of 7,491,933.

Other principal cigar producing States show outputs as follows for March:

Ohio	36,334,704
Illinois	26,723,859
New Jersey	23,834,233
Florida	21,865,503
Maryland	19,408,200
Michigan	19,304,196
Massachusetts	13,741,343
West Virginia	9,924,300
Wisconsin	9,218,230
Virginia	7,547,960
Missouri	6,942,842
Iowa	5,723,656
Connecticut	4,915,433
California	3,360,296

In the production of little cigars there also appears a decrease for the most part, Maryland being

the most important exception, which shows an increase of 10,941,500 during March, 1904, as compared with March, 1903.

In the cigarette trade a good increase is shown, while in snuff there is but little change.

The Retailers' Association.

THE next regular monthly meeting of the Retail Cigar Dealers' Association of Philadelphia will be held at Association Hall, 1305 Arch street, tomorrow (Thursday) evening, at 8 o'clock, and there should be a full attendance. The difficulty heretofore, so far as we can see, has been that the individual members lacked interest, and left everything to be done by the officers. It is not only unfair to expect the officers to do all that is to be done, but each and every one should be willing to do his full share of the work, and that is absolutely necessary to bring about the full measure of success which the undertaking deserves.

Each of the officers has just as much to look after in his own business affairs as other members of the Association who are not officers, and it cannot be reasonably expected that they shall neglect their business interests to too great an extent in order to serve the Association, particularly when the proper aid from members is not forthcoming, and while not one of them has ever complained of the amount of labor that was entailed, we venture the opinion on their behalf that it is unreasonable to expect them to do it all.

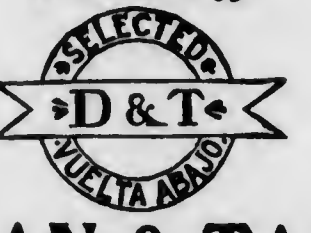

If the Association is to gain any position of influence, it must have numerical strength and be able to work along in harmony, and that strength and harmony is only possible if each member will do his duty, put his shoulder to the wheel and help push it along.


IN 1897 and '98 there was much agitation in the Philadelphia trade for the licensing of retail cigar dealers. In fact an association was then formed which at one time had a fairly good membership, and this association was endeavoring to bring about some State legislation with that end in view. The influence of the association, however, was overwhelmed by general store keepers and other dealers in small country towns and the object was defeated. Misunderstanding also arose among the members of the association, because they could not agree upon the specific amount which was to be made the annual tax or license fee. It was also argued in some quarters that such legislation if enacted would be contested, and that there was a possibility of it being declared class legislation and unconstitutional. The object, of course, was to virtually drive out the practice of operating a small sized cigar business in barber shops, etc., by imposing a license sufficiently high that such people could not afford to continue.

A similar agitation has lately taken place in Minneapolis, where efforts are being made to have the legislature of that State pass a law at its next session to impose a license of \$25 on those engaged in the cigar business in that State.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

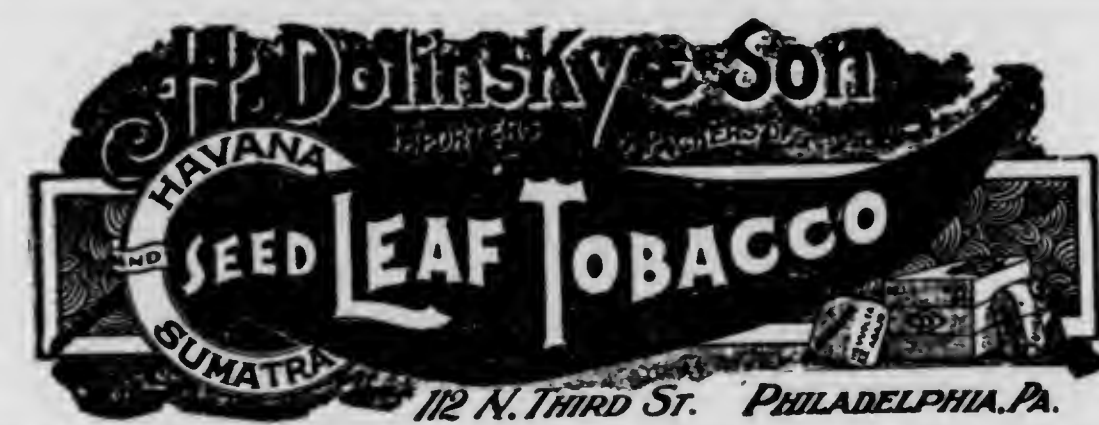
J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.



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Importers of Havana and Sumatra
Packers of Seed Leaf Tobacco
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Packers and Dealers in
Importers of SEED LEAF TOBACCO
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Leaf Tobacco Co., Ltd. Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

 **Young & Newman,** Importers of Sumatra & Havana
27 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. 



BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
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Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

AUCTION SALE OF CIGAR LEAF TOBACCO

AT
PHILADELPHIA BOURSE, Room 201,

Fifth Street, between Market and Chestnut
Streets, Philadelphia, Pa.,

On Wednesday, May 4th, 1904,

at Ten o'clock, sharp.

Previous announcements and details in
The Tobacco World's issue of April 20.

BARNES & LOFLAND,
Auctioneers.

J. S. BATROFF, Manager,
No. 224 Arch Street, Philadelphia.

OUR HAVANA CORRESPONDENT

Annihilates the Charges of Misrepresentation, Upholds
His Dignity and Proves His Truthfulness.

The following letter, addressed to our contemporary by the Havana correspondent of The Tobacco World, anent a reflection upon his veracity, failed to appear in the columns of that publication, but it is presented herewith, and explains itself:

Habana, April 14th, 1904.
Editor of The Tobacco Leaf.

Dear Sir:—Supposing that the interview had by your representative with Don Gustavo Bock, published in your esteemed trade journal of April 6th, has been correctly printed, I beg to take exception to the remark made by him, "as regards the fantastic stories published by the Havana correspondents of some of the papers." Furthermore he goes on to say, as follows:

"There is one especially who sends foolish and imaginative reports, working injustice against the readers of his paper, by selling (in his reports) more tobacco in one year than the Island of Cuba produces in three times that period. If he hears of a sale of 100 bales, down it goes on his pad as 250. Thus he makes thousands of bales change hands which never existed. At other times you read that the factories of the trust are so empty and deserted that the old cockroaches dance the two-step and the mosquitoes a Parisian cancan on the empty benches of the cigarmakers. These are lies. Excuse the hard word, but it is the only one that will apply."

In reply I beg to state my version, being attacked thus, viz:

1. I am a reporter and agent of the Tobacco World which is the only paper which publishes a weekly report of the sales and keeps a record of the receipts. In my letter dated Havana, January 4, 1904, and which was published upon January 13, I arrive at a stock of 101,407 bales, thus proving the falsehood of Don Gustavo Bock's assertion, that I had reported sales three times in excess of a crop year.

2. I challenge him to prove a single instance where I have put down 250 bales when the amount told me was only 100. If I did such a thing then I would be guilty of sending false reports. If some seller has given me an exaggerated amount of bales sold during the week, then the blame rests upon him and not upon me; on the other hand some dealers may have stated their transactions not at all or given the amounts as too low, therefore no harm has been done in the totals during the year.

3. The story of the cockroaches and

mosquitoes does not fit me, although I will admit possibly that I am no admirer of the trust, or trust methods, and prefer to speak in favor of the independent cigar manufacturers, and whose word is as good to me as their bond, while from personal experience I have found out to my loss in dollars and cents that the word of a certain employee of the trust is N. G., even if vested with discretionary powers during the absence of his superior. As the principal in this matter did not wish to commence a law suit against the trust for obvious reasons the matter was dropped and I should not have mentioned it now, if Don Gustavo Bock had not cast a slur upon my side line as a reporter, and through which I am trying to make an honest living to support my family.

4. I will overlook his expression of "these are lies" as he might refer them to the cockroaches and mosquitoes and of which I am not guilty, although while a gentleman may forget himself in the heat of passion, I think a man who has received such distinction as an order from the ex Queen, of Spain, and the Emperor Wilhelm II., therefore having the right to be called "His Excellency," ought not to stoop to use such hard words in print, but a millionaire is more privileged than an ordinary mortal, (perhaps).

5. Time is money, and life is too short to quarrel, therefore I will leave it to the fair judgment of the readers of The Tobacco Leaf whether Don Gustavo Bock's words, as printed, deserve more credit than my explanation. Dixi.

THE UNDER DOG.

GODFREY S. MAHN, of Philadelphia, is the last man that would be looked upon as a price cutter, but his latest offer looks like a cut rate proposition. It is as follows, and appeared a few days ago in a Philadelphia paper:

MINT PERFECTO
A 3 for a quarter CIGAR for 5 cents
Try a Sample Box
Cut of Old U. S. Mint Building
25 for \$1.25

GODFREY S. MAHN
11th and Chestnut St. Mint Store
162 Broadway, N. Y.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

THE REALM OF THE RETAILERS

THERE IS NOT a more opportune time in the entire year for good live advertising than at the beginning of fine spring-like weather, except possibly just before the Christmas holidays. In large cities, where stores are located on prominent streets with thousands of people passing at ordinary times, at this time of the year the streets are usually even more greatly thronged with pedestrians. Attractive advertising consists not only of window bulletins—which, however, can oftentimes be profitably used; it may consist of more than ordinary displays, the effectiveness of which depends much upon the character of the exhibit, and since locations and the local conditions vary so much, it would be difficult to undertake to define any rule of safe government. The dealer must, therefore, use his best judgment, and give the matter the deep thought which it deserves before deciding upon what things to do, or what he had perhaps best not do.

A really well conducted store, with up-to-date furnishings and general surroundings, should not be misguided by using a cheap and dilapidated window bulletin. Although the cost would be a little more—trifling when one considers the possible good impression—it will undoubtedly pay a cigarist very well to use a neatly lettered placard, suspended on wires or erected on an easel, than to employ the rough and ready sign of a cheap set of rubber stamp print. An experienced letterer or sign painter may need to be mustered into service, but an abundance of men skilled in that class of work can be readily obtained, and the result of such work will be far more attractive to the eye of a passerby, and much more profitable to the dealer.

Floral decorations, particularly at this time of the year, are very pleasing, and are in many instances a happy relief from the more monotonous or all-look-alike sort of window. A neatly designed and well printed card announcing any special or new line, if one be handed out to each customer, particularly if he is not believed to be a regular patron, will doubtless, be a profitable piece of enterprise at little cost.

Many retailers also keep a carefully revised mailing list of some of the best customers, to whom is sent from time to time a pamphlet or other printed matter, or a copy is wrapped with each package that goes out, making a cheap yet effective method of distribution.

DISPLAY OF "EGYPTIAN ARABS" At Moore's Smoke House, Reading, Pa.

A special display of the Surbrug Co's Egyptian Arab Cigarettes was recently made in the Penn street side show window of Thos. P. Moore's cigar store at Fifth and Penn streets, Reading, Pa., which is perhaps better known to the trade as "Moore's Smoke House."

The reproduction of the display herewith shown is from a photograph specially taken for The Tobacco World, by Frank Custer, Mr. Moore's chief clerk. Mr. Moore is one of the best known of the strictly retail dealers in Reading, and his window is much sought after by manufacturers and others for display purposes, because of the popularity of the store and its splendid location. The picture here with shows Mr. Moore on the left hand side, and Mr. E. P. Jeffries on the right. Mr. Jeffries is the representative of the Surbrug Co., and the display was made under his personal supervision at the time the goods were being introduced in Reading.



The display, while it was not an extraordinary affair, was nevertheless, well calculated to attract the attention of pedestrians on the street, and consequently it fulfilled its mission admirably. Little further can or need be said regarding it, except the mechanical device in the centre, which portrays an Arab in the act of smoking a cigarette, but which, unlike some similar devices, is so arranged as to permit the use of chemical vapor for exhalation, instead of inhaling and exhaling smoke, to which objection has been raised on account of its clouding the windows so badly in a day's time that a view through them is almost impossible. The new improvement has entirely eliminated that objection.

The Egyptian Arabs are cork-tipped goods, selling to the consumer at 10 cents per package of ten. They are very neatly packed in very attractively printed boxes, and their sale in Reading is said to be growing at a highly satisfactory rate.

CUT RATE tobacconists are daily ultimately be compelled to advance retail prices to the standard, or do business absolutely for nothing, and possibly be obliged to close up shop altogether. . . . COURTESY to customers surely pays.

Leroy Crane on Cigarettes.

The New York Telegraph last week published the following, regarding Leroy Crane, City Magistrate, and his views on the cigarette question:

Leroy B. Crane, City Magistrate, is, perhaps, an authority upon the criminal law. At any rate, he is an authority of the criminal law, and therefore what he says about witnesses, truth, police detail, minor crimes, etc., is extensively quoted. It is, if not luminously bright and interesting, at least intelligible and not laughable.

But Crane on cigarettes—that is a different matter. This Magistrate can discuss everything in the world at least with "justice's justice" except the little tube of paper and tobacco which makes a little cup of coffee taste so well.

There have been men of courage and distinction to whom the mewing of a cat was temporary neurasthenia; in some the hatred of the innocent frog is almost physical timidity; some loathe the sound of dropping water. But a cigarette is all this and more to Mr. Crane.

Here are some of his observations on the poor little cylinder:

"There is a law forbidding their sale to minors; but what good does that do? The boys get them, and always will get them in some way. The only thing is to forbid the manufacture.

"There is a bill forbidding the manufacture of cigarettes before Congress and there is going around the country at the present time one of the endless chain letters, signed by thousands of people, which urges the passage of the bill, and will be sent to Washington to bolster up public opinion.

"I certainly think they are injurious; not, of course, so injurious for the man as for the boy, but no man was ever made better or healthier by their use. Cut them out, I would say.

"I should say one a year was excessive for either man or boy; but I realize that the majority of people would consider this too strict."

Imagine the cruelty involved in breaking such a butterfly as a cigarette on the wheel of an endless chain of letters.

The cigarette, the sedative, pleasant little cigarette, the ruminative cigarette—it is a tiny martyr to be burned by so severe a judge as Magistrate Crane at the stake of public execration.

This Draco must not be indulged. Else perchance some colleague of the bench will carry his personal distaste for artichokes or kippered herrings to the point of penalizing their sale and condemning their consumers.

The subject is weighty—give us a light, please.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

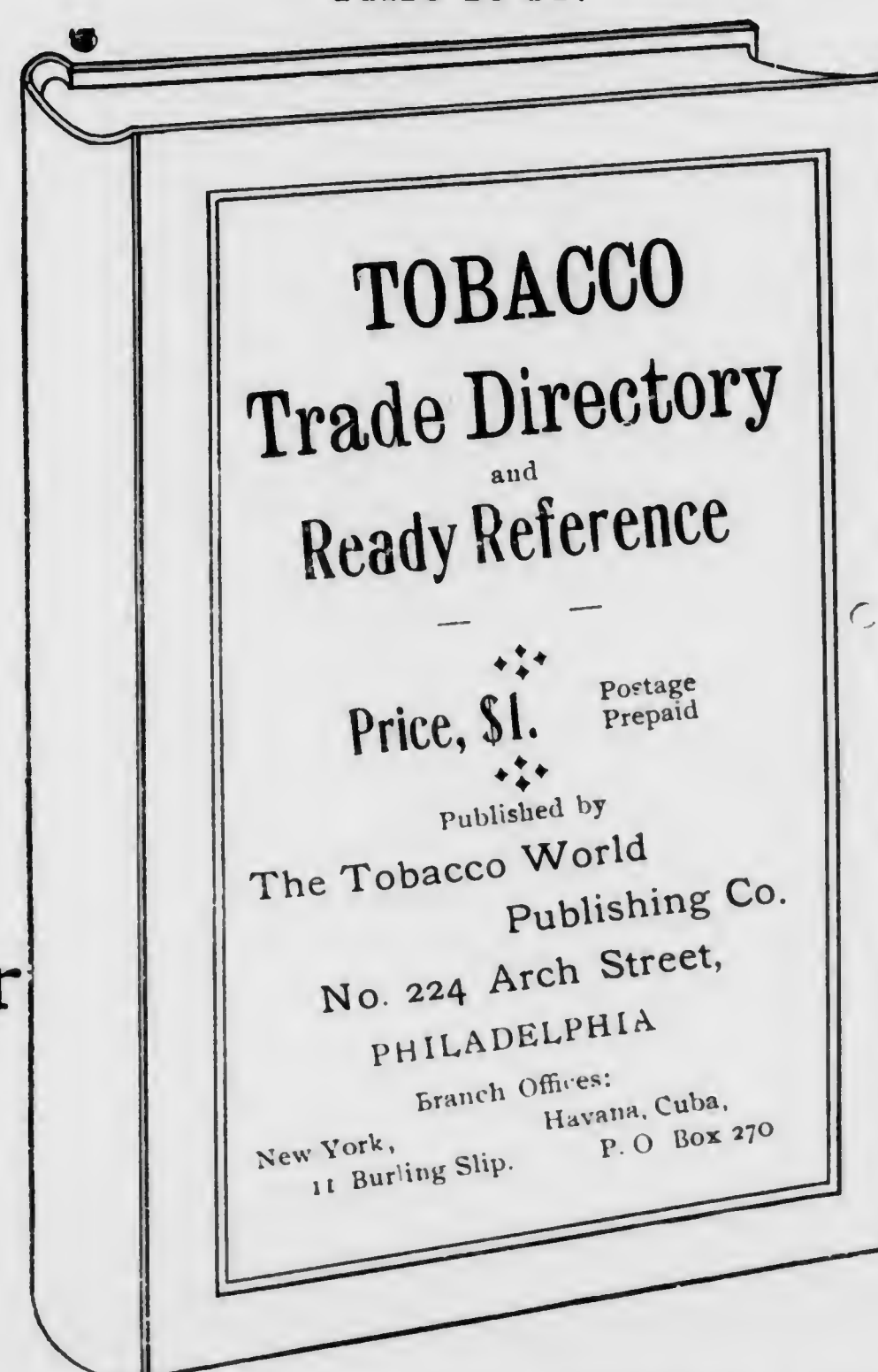
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Besides the Names of the Buyers of the Cigar and Tobacco Departments of
The Principal Wholesale Houses.

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We Make Them for
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206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
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P. O. Box 98

MORE ACTIVITY IN THE HAVANA MARKET.

A Slight Increase in Sales Due to the Presence of More Northern Buyers—Moderate Activity in the Factories—Gossip About the Dealers.

HAVANA, April 18, 1904.

Owing to increased arrivals of buyers from the north more activity has prevailed in the Havana market, although the number of bales sold shows only a slight increase over the preceding week. Remedios has attracted most of the attention of the Americans now here, principally 1st and 2d Capaduras, of the 1903 crop, which showed some good quality.

In the beginning of the season these styles had been entirely neglected, but the aroma of the crop being of a milder sort, combined with lower prices, seems to have been sufficient to overcome the prejudice of the manufacturers against using it. As the quantity still for sale is not large prices have advanced slightly. Vuelta Abajo and Partido have been purchased for consumption almost exclusively. A few small vegas of the new crop of Vuelta Abajo and Partido have been sold at fair figures, consisting of "libra de pie" and some Partido wrappers of the so-called "Seco" variety, in order to make some new cigars for those importers which are craving for novelties. In reality the 1904 crop is not sufficiently cured to be worked yet. Some escojidas are working in Vuelto Abajo and more packings are being made in the Partido section, while the Remedios district is still backward.

Sales amounted to 2,250 bales in all, or 900 of Vuelta Abajo, 400 Partido and 950 Remedios. The American buyers purchased 1,050 bales, and local manufacturers 1,200 bales.

Exports the past week consisted 3,569 bales of leaf tobacco, of which 12,824 were to the United States, 545 to France, and 200 to Buenos Ayres.

BUYERS COME AND GO.

Arrivals.—H. Rosenberg, of H. Rosenberg, Philadelphia; L. W. Scott, of L. W. Scott & Co., Boston; A. Kaffenburgh, of Kaffenburgh & Sons, Boston; E. H. Smith, of Hinsdale Smith & Co., New York; Carl Vogt, Jr., of Carl Vogt's Sons, New York; S. Friedlander, of A. Moellers & Co., New York; Hubert Himml, of Bremen Germany.

Departures.—J. A. Kugelman, for Hamburg; Carlos Pflueger, for Bremen;

Harry Mendelsohn and S. Friedlander, New York; W. S. Lightbourn, for Key West; H. Rosenberg, for Philadelphia.

HAVANA CIGAR MANUFACTURERS

continue moderately active with a fair demand from the United States. The return of his Excellency, Don Gustavo Bock, has given rise to lots of rumors, one of which is said to be that he will be the sole managing director of the Havana Tobacco Co., and that Mr. E. T. Ware is going to, or has already resigned. The published interview had between a representative of a contemporary in New York and his Excellency has caused some comment here in manufacturing circles, and the promised forthcoming annual report of the Havana Tobacco Co. is looked for with interest. The rumored move of the Fifth Avenue council in conferring the honor of sole directorship upon Mr. Bock has given rise to another rumor, which is said to be that the new method of having only three chief distributing centres in New York, London and Hamburg has given no satisfactory results, and that therefore Mr. Bock may try to get the commission houses here again on his side, by allowing them to ship cigars to the United States, Great Britain and Germany. This move, if really contemplated, would be aimed against the League of Independent Manufacturers, in order to break up the agreement entered into by the League and commission merchants. However, while the above rumors may be entirely lacking foundation, it may be possible that "coming events cast their shadows before." As the so-called "Sage" of Havana has declared all the Havana correspondents under the ban for publishing only imaginative stories, and even falsehoods, it is of course impossible to get a correct version of the state of affairs from headquarters here, therefore time alone will solve the riddle of the truthfulness or falseness of the current rumors.

H. Upmann & Co., are hard at work in their branch factory at Calabazar, as the striking cigarmakers evidently must

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
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Purveyors to H. M. The King of Spain

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P. O. Box 397. Cable: HIMML. Havana, Cuba.

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S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

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GROWERS, PACKERS and EXPORTERS of
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Dragones 108-110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
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San Miguel 100, Cable: "Donalles." Habana, Cuba.

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Amistad 126, Habana, Cuba.

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P. O. Box Apartado 270.
Cable: ZALEZGON.

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AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
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Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

have plenty of funds saved up, and can enjoy a long holiday without working, but the call for the "H. Upmann" brand is so strong that the customers are unwilling to be kept waiting for their favorite cigar, therefore the above solution of the difficulty is the most opportune remedy.

Behrens & Co., of "Sol" fame, have just issued their price list for their new brand, "Sol Seleccion Especial," made of the cream of Vuelta Abajo lowland tobacco. There are 29 sizes, running from \$100 to \$1,500 per 1,000, and weighing from 10 to 65 pounds per 1,000. All cigars bear rings, and prices are net. "Invencibles Chicos," and "Bouquets Fino" are the cheapest, while "Mil Maravillas," No. 3 to 1, are the highest priced sizes. This factory own no tobacco lands in the Vuelta Abajo, but buy only such vegas in which the finest tobacco has grown in each year respectively. The reason is obvious, because through atmospheric causes the crop may be poor one year, and if the factory owns the vega, it is more less forced to consume it, as no other factory would take poor tobacco off its hands.

Rabell, Costa, Vales & Co. have no reason to complain about dull times, as their brands, "Ramon Allones" and "Cruz Boja," continue on top.

Enrique Dorado & Co., of "El Rico Habano," are fairly active on account of liberal orders. Other independent factories are "Romeo y Julieta," "Partagas," "Punch," "El Crepusculo," "A. Fernandez Garcia," "Eden" and "La Escepcion," etc.

Buying, Selling—Other Notes of Interest

Max Stern has purchased so far about 250 bales of Remedios 1st and 2d Capaduras, and has now gone to the Vuelta Arriba to look over the situation thoroughly before making other purchases.

Rodriguez Bautista & Co., sold 600 bales of Vuelta Abajo and Partido to local factories. They have now one packing going in Artemisa and will open one in another town of the Partido section today or tomorrow. In the Vuelta Abajo they have started one escojida in Consolacion del Sur, while they intend to have three more packings in different sections of Pinar del Rio province later on.

Sobrinos de A. Gonzalez disposed of 400 bales of Remedios from their stocks the past week. As regards making their numerous escojidas they appear to be in no hurry yet.

H. Rosenberg has purchased several hundred bales of Remedios in the Havana market.

Grau, Planas & Co. turned over 300 bales of 1903 Remedios 1st and 2d Capaduras, so their stocks are fast diminishing.

H. Upmann & Co. bought 260 bales of Remedios for one of their United States friends by cable order, besides shipping 100 bales of Vuelta Abajo to Buenos Ayres.

Rabell, Costa & Co. closed one transaction of 150 bales of Vuelta Abajo.

Walter Himml had a good week executing orders of 200 bales for his customers besides selling 150 bales of Remedios and Partidos from his stock. Through the arrival of his brother, Hubert Himml, he expects to be in a position to extend his operations in the future to advantage.

Loeb-Nunez Havana Co. sold 150 bales of Vuelta Abajo and Remedios.

Leslie Pantin has his hands full attending to three of his business friends now here, besides executing cable orders 200 of bales for his friends in the north.

G. Salomon & Hnos. disposed of 150 bales of Vuelta Abajo and Remedios.

Muniz Hnos & Co. turned over about 100 bales of new "libra de pie" Remedios growth.

Mark Pollack is busy attending to orders entrusted to him by his particular friends in the United States.

Aixala y Co. closed out 150 bales of Vuelta Abajo held upon consignment, and as they have none of their own stock left unsold they are now in a position to give all their attention to the coming escojidas.

The workmen in the escojidas of Don Luis Marx, as well as those of Antonio Suarez, struck for higher wages, but it is thought that the trouble will not continue this week.

Jose Menendez has just received the first few bales made in his escojidas, and they are fine looking.

The death of Wm. P. Bruton, by typhoid fever, auditor of the Havana Tobacco Co. here, has caused a painful impression, as he was a well liked young man, and had only been lately married. The funeral was largely attended. The body was taken to his Virginia home for interment, by the steamship "Vigilancia."

Receipts of Tobacco from the Country.

	Week Ending Apr. 16.	Since Jan. 1.
Vuelta Abajo	722	5,028
Semi Vuelta	—	228
Partido	548	3,718
Matanzas	2	112
S. Clara & Remedios	21	5,108
Santiago de Cuba	—	242
Total	1,293	14,436

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
HABANA, CUBA.
Cable: ZAHICO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Estrella 42, Habana, Cuba.
Cable: GRAPLANAS.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable: "Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable: REFORM.

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LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

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HIGH and MEDIUM GRADES
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UNION-MADE CIGARS
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J. & E. Cranz, Importers of Sumatra Tobacco, New York, Amsterdam, 144 Maiden Lane, Trieste.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

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 La Espanola La Flor de Ynciao La Antiguada
 La Corona La Vencedora La Comercial
 La Flor de Naves El Agulla de Oro La Flor de Muriel
 La Flor de Cuba La Intimidad La Rosa Aromatic
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Louis A. Bornemann.

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Mendelsohn, Bornemann & Co.

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Specialty—HAVANA TOBACCO

New York Office:
 U. S. ARCADE BUILDING,
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Havana Office:
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Established 1840.

Cable "Mergil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana
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NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,

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Jos. F. Cullman. NEW YORK.

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LEAF TOBACCO

Established 1888.

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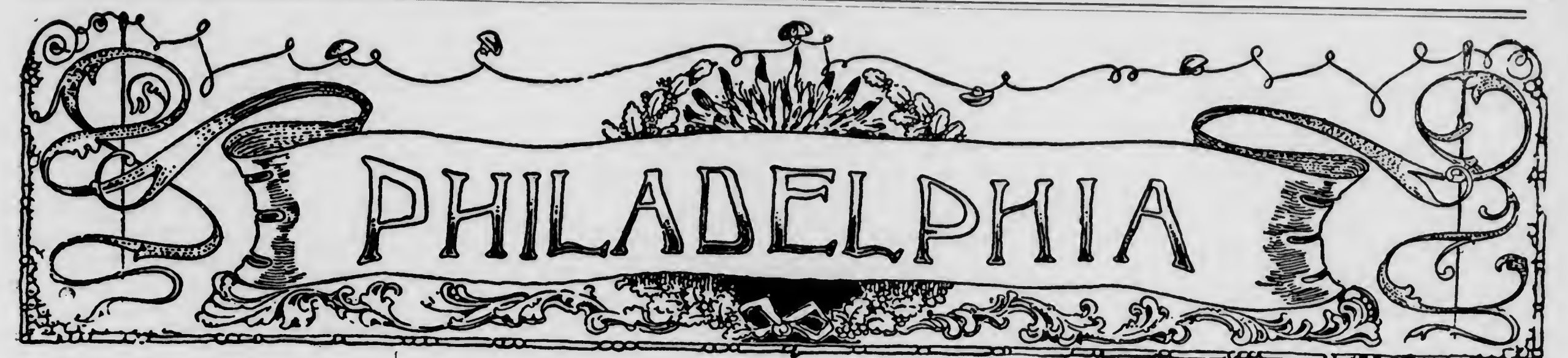
MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA
 and Packers of LEAF TOBACCO
 197 Water Street, New York



**FRAUDULENT IMPORTERS
 ARRESTED.**

There are several people in this city not all new to the tobacco trade, but all have evinced a desire to get into the tobacco importing business without a proper license, and evidently not even a conscience.

Under the law of the land no one charged with an unlawful act shall be deemed guilty until formally convicted, but there is no possible way of getting at people's thoughts, even though they may not prudently express themselves. There is a way of getting at those, however, upon whom suspicion casts a shadow.

The offering of Sumatra tobacco in this city at prices below the ruling figures and below what goods can be obtained for at first hands, has been as a thorn in the sides of our legitimate tradesmen for some months and its solution has been quite puzzling, but there is now at least a ray of hope. Early on Sunday morning last Customs Inspectors swooped down upon and captured three alleged smugglers.

It all happened in a rather incidental way as usual.

The steamer Pennmanor, of the Cosmopolitan line, plying between Philadelphia and Rotterdam was lying at Pier D, Port Richmond, and apparently nothing was doing. Customs officials had been informed by The Tobacco World and several individual members of the trade here, that all was evidently not well, but to all their entreaties they seemed to turn a deaf ear by remarking that they did not feel that such a thing was possible, but thought that if any, only a few pounds could possibly be smuggled in by foreign seamen, but suddenly they too got busy and set a watch upon the men of the Pennmanor. Inspector Hartman, disguised as a cook boarded the steamer, and inquired for a job, finally managing to hide himself on the vessel where he could observe the movements of those aboard, but without being observed himself.

After midnight, it is claimed, two members of the crew began to pass tobacco over the ship's side, and when all that could be carried had been stowed in a bag by the third party all three men started away from the ship. When they had gone as far as Second and Arch streets they were arrested by Inspectors Hartman and Welsh. The tobacco weighed 110 pounds. They were in the act of delivering it to a bartender, named Chas. Woerhle, whom they had met. The trio named, Chas. Bechter and Richard Froming, of Rotterdam, and Woerhle were marched to the station house.

Froming made a confession in writing, which was witnessed. In it he said that he had made arrangements with Woerhle on Thursday last to take the tobacco to a man named Walker, at Fifth and Poplar streets.

Ross McIver, of the Custom House night watch, with one of his aids took the bag to the address named, and found a man who answered to the name of Walker, but afterwards proved to be Julius Goodman. He was placed under arrest, and he made a confession implicating Woerhle. The latter and Froming were held in \$700 each for Court, and Bechter was discharged, it appearing from the evidence that he was an innocent victim of Froming, and acted under his orders.

CIGARS ABOARD ALSO.

Three seamen, August Zeffer, John Flash, and Frederick Aesterwine, of the steamship Pennmanor, were before United States Commissioner Craig on Monday, on the charge of smuggling cigars. The men were arrested last Friday evening by Custom House Inspectors Hartman and Archer.

The testimony showed that the men had in their possession 250 imported cigars, the duty on which would amount to \$12. The inspectors observed them leave the vessel with cigars in their possession, and chased them, the prisoners scattering the goods upon the street. As it was shown that Aesterwine was merely in their company, he was released from custody. Zeffer and Flash admitted to the inspectors they brought the cigars ashore to sell. They were each held in \$800 bail for Court.

**CHAS. P. MULLEN RESUMES
 BUSINESS.**

Chas. P. Mullen & Co. have commenced business at Fifth and Pine streets, and have bought several of the brands formerly made by the Manuel J. Portuondo Co., including the Flor de Mullen,

Taconia and Portuondo. Mr. Mullen has already booked several good sized orders for his product, and is preparing for his initial trip in the interest of the new firm among his many friends in the wholesale trade.

**COANE & PATTERSON
 EMBARRASSED.**

Creditors have virtually taken charge of the business of Coane & Patterson at 111 S. 13th street, since a meeting of creditors who met by request of Joseph G. Coane, who is the sole proprietor.

The business was originally started by Chas. Meurer, who secured the cigar privilege in the Boothby Restaurant on Chestnut street below 13th. Subsequently a branch store was opened on 13th street below Chestnut, and soon thereafter Mr. Coane was taken into the firm by Mr. Meurer, under the firm name of Meurer & Co., and for a time the stand was a profitable one. Finally the Boothby Restaurant privilege was relinquished and business continued only at the 13th street store. Upon the retirement of Mr. Meurer, owing to ill health, Mr. Coane associated with himself Geo. F. Patterson, under the firm name of Coane & Patterson, and although Mr. Patterson also retired about a year ago, Mr. Coane continued under the firm name of Coane & Patterson.

At the creditors' meeting last week it was ascertained that the liabilities were about \$6,000 and assets about \$2,200, made up of \$1,200 in stock, \$500 in book accounts, and \$500 as a fair value of the fixtures. It was decided to have Mr. Coane continue the business, at least for a time, until the disposition of the premises could be determined. The house has been making a specialty of the seed and Havana products of Yocum Bros. and John G. Spatz & Co., of Reading, as well as several brands of Key West goods, in addition to some of the more popular Philadelphia made brands.

Mr. Coane has always been well regarded in the trade, and many expressions of regret have been made.

**COANE & PATTERSON BUSINESS
 SOLD.**

Ellwood Broomall, formerly of the cigar firm of Broomall & Wogan, has purchased the stock, fixtures and good will of Coane & Patterson, at 111 South 13th

street. Mr. Broomall is well known in the trade and has a host of friends, who wish him well in his latest venture.

NEW STEAMSHIP LINE TO TAMPA

A new Southern Steamship Line has just been inaugurated between Philadelphia and Tampa, Fla., via Norfolk, Va. The steamer M. F. Plant made the first passage down the bay last week.

This vessel is the pioneer ship of the new line, and it establishes for the first time in the history of this port direct water connection with Tampa. The new line begins operations under favorable auspices, and it is believed that its success is assured.

The Plant is in command of Captain Birdsall. The ship was built in 1879 by Neafie & Levy, of this city. She is 202 feet long, 34 feet beam, and 21 feet depth of hold. The steamer Shawmut, of the same line, will leave here on Saturday also for Tampa, so the new line begins its service with two ships.

Curiously enough, the Shawmut was built also in 1879, but is of English construction. She is 269 feet long, 36 feet beam, and 18 feet depth of hold. Both vessels are owned by George R. Dilkes.

FRISHMUTH'S NEW FACTORIES.

Frishmuth Bros. & Co. have awarded the contracts for the erection of a new tobacco factory at Seventh street and Glenwood avenue, the ground for which was purchased by them many months ago, but the plans have only lately been fully completed. They require a group of four buildings, which are to be constructed of brick and concrete, and which will consist of one main factory building the dimensions of which will be 180 feet long and having two wings 154 by 39 feet each, four stories high with a large and commodious basement; a three-story warehouse, 252 by 190 feet; a two-story power house, 71 by 40 feet, and a two-story office and box factory building, 136 by 47 feet.

MARTI-LEWIS CO. BRANCH OUT.

The Marti-Lewis Co., who have temporary headquarters with Ventura Blanco, at 439 Arch street, are getting fairly under way. Henry J. Lewis, of the firm, hails from Minneapolis, Minn., and is the inventor of the patent "Cellular Cigar Box

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Choice of the Market

10¢

5¢

JOHN J. ESHELMAN

READING, PA.

Manufactured by

PRINCE OTTO

MECHANICAL ASSOCIATION

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

H.S. SOUDER
MAKER OF
CIGAR BOXES
Labels

Engraving
Embossing

Special
Designs

Private
Designs
a Specialty

Telephone
SOUDERTON, PA.
Metal Printed
Labels

Filler," in which style all their goods are being packed. They are getting out three brands of clear Havana cigars in addition to the La Marlew seed and Havana. Mr. Lewis is now in Minneapolis, showing his new line to the trade there.

PORTUONDO CREDITORS' MEETING.

A meeting of the creditors of the Manuel J. Portuondo Co. has been called by the Referee in Bankruptcy having charge of the affair, and a partial distribution of the firm's assets is likely to be made.

It has become known that H. Steinberg, of 1631 Ridge avenue, was not the real purchaser of the stores of W. E. Linck at 1605 Germantown avenue and 1518 Callowhill street, but that the Germantown avenue store was bought by Asher Steinberg and the Callowhill street store by Joseph Steinberg, both nephews of H. Steinberg.

A small strike occurred at a well known city factory the other day not from a demand for an advance of wages, but because of the firm's refusal to dismiss a foreman who demanded good workmanship. The strikers' places are being rapidly filled by new hands.

Ever since the opening of a cigar factory in this city Thos. E. Fearon & Co. have experienced a rapidly increasing demand for their 10-cent product, compelling the firm to look around for larger quarters, for which they are now negotiating.

W. E. Link is again representing the Horwitz Cigar Company, of Baltimore, with whom he was connected for some years before entering the chain of stores business for himself, and which ended so disastrously a few weeks ago.

At the factory of the P. C. Fulweiler & Bro. Co. an increase in business during the past few weeks is noted, and their Lew Wallace 10c cigars are reported to be in growing demand.

The establishment of Goddard & Taylor, liquor dealers and cigar importers, at 237 Chestnut street, was robbed a few nights ago of cigars valued at \$38.

G. H. Sacks, manager of the cigar factory of J. H. Bibb, of Woodbury, N. J., which is located at Lancaster, Pa., was on Grand Jury duty in this city for several weeks.

Frank Teller has just returned from an extended Western trip, which took him as far as Denver, and he reports an increased demand for his goods in that section.

Vicente Portuondo a Bankrupt.

Vicente Portuondo, the well known cigar manufacturer, whose place of business is at 506-508 Cuthbert street, was yesterday adjudged a voluntary bankrupt in the United States District Court by Judge McPherson. In the statement which Portuondo filed with his petition he stated that his liabilities amounted to \$39,781.46, made up as follows: Wages, \$400; rent, \$634.99; secured claims, \$2,500; unsecured claims, \$36,246.47. His assets were stated to be \$2,219.37. Byerly Hart was appointed by the court to act as referee in the matter.

WAR IN WILMINGTON.

New Jobbing House Formed.—It Will Monopolize Entire Delaware Trade.

Wilmington, Del., April 26, 1904. The Delaware Tobacco Co., of Baltimore, has been organized with a capital of \$100,000, to grow, cultivate and deal in tobacco. This announcement appeared in the Wilmington papers a few days ago, and although insignificant in appearance, it may be of far more importance than appears on the face of the notice.

Some time ago the Frings Bros. Tobacco Co. discontinued their business in this city. The business was started originally by purchasing the cigar and tobacco jobbing business of W. H. Berger, and continued as has been said until a few months ago.

Soon after the discontinuance of business by this house rumors began to float around to the effect that a new jobbing house was being contemplated by outside capitalists. Color was given the story by the subsequent visit of a Mr. Davis, of F. A. Davis & Co., Baltimore, and the trade became more emphatic in its assertions that a new jobbing house was surely coming. It became known, too, that several of the larger jobbing firms had been approached, but for a time held aloof, until finally a virtual ultimatum was given them to either sell out or take the consequences of a possible effort to freeze them out, and this move is said to have resulted in the capitulation of at least one important jobbing firm—that of Robert Kenyon. Mr. Davis, who visited this city last week, is responsible for this statement. Another, and perhaps one of the most desirable houses to be acquired is no doubt that of S. H. Durstein, but Mr. Durstein was not particularly elated with the proposition made him as regards price and conditions, and has decided to use his own language, to stay out of any possible entangling alliance, and will continue as heretofore, unless a more satisfactory arrangement is arrived at.

This new company is desirous of acquiring only tobacco and cigarette jobbing business, and while Mr. Durstein might have made arrangements which would permit him to continue his growing cigar businesses, he did not consider it a prudent move at present to separate the jobbing of tobacco from the cigar end of the business.

The new company has secured the warehouse formerly occupied by the wholesale grocery firm of Harvey & Shissler, and will begin business as soon as all details can be arranged.



There was a partial revival of the leaf market here last week, which was augmented by the sale of considerable quantities of Wisconsin binders, and with a growing demand for good old filler goods.

The Sumatra market also showed more activity, and the new goods are coming in for a larger share of attention from manufacturers. An out of town salesman for one of the largest importers has just reported the sale of 268 bales of the new crop to an extensive manufacturer.

A uniform trade is being done in Havana tobacco.

The case of Isaac Meyer & Co. vs. D. W. Gray, a tobacco grower of New York state, was heard last week at Corning, N. Y., and a verdict secured in favor of Meyer & Co. It has been a long drawn litigation, resulting from I. Meyer & Co.'s refusal to accept a crop of tobacco from Gray which was contracted for in 1901, but it was refused on the ground that it was damaged to a greater extent than was acceptable under the terms of the contract which was in part as follows: "Said tobacco to be free from hail, frost, poleburn, stem rot, fats, wet butts, wet tobacco, and free from trashy stuff, and to be delivered free from any damage."

When the tobacco was refused by I. Meyer & Co. because it was badly grasshopper eaten, suit was brought by Gray, who was awarded by a Common Pleas jury damages in the sum of \$83.25. A new trial was asked for by defendants, but denied, whereupon they appealed to the Appellate Division, and in October, 1903, the judgment of the lower court was reversed, with the ruling that grasshopper eaten tobacco was damaged tobacco, and directed a new trial with costs to the defendant appellants, and final disposition of the case was made last week, when it came up, the presiding judge concurring with the decision of the Appellate Division and ordering its final judgment in favor of Isaac Meyer & Co.

In the suit of the Waldorf-Astoria Cigar Co. vs. Acker, Merrill & Condit Co. et al., concerning the exclusive right to sell cigars and tobacco in the premises at 5th avenue and 42d street, the Waldorf-

Astoria Co. score a noteworthy victory, but intimations are rife that the case is to be carried into the Appellate Division of the Supreme Court by the Acker, Merrill & Condit Co.

This litigation was caused by the selling of cigars by the Acker, Merrill & Condit Co. which the Waldorf-Astoria Co. considered a violation of the terms and covenants of their lease on a portion of the same building, consequently an injunction against the defendant company was asked for prohibiting them from continuing to conduct that department on those premises.

In granting the injunction Judge Gildersleeve said in part: "None of the material allegations in the plaintiffs' complaint and affidavit are denied. The granting the lease by Salomon (Walter J. Salomon, who was the lessor of the entire building and naturally made one of the defendants in the bill of complaint) to the co-defendants, Acker, Merrill & Condit Co., is in my opinion, a plain violation of the restrictive covenant contained in Salomon's lease to plaintiff and amounts to a substantial wrong. The motion for an injunction, pendente lite, is granted with costs to the defendant."

Since the settlement of the difficulties among the lithographers, which was effected by means of arbitration, every establishment in this city is running full force, with a view to getting out quickly some of the many orders which accumulated during the six weeks that the trouble lasted, and in consequence Wm. Steiner, Sons & Co. have this week sent out to their customers the following notice:

New York, April 25, 1904. Gentlemen: Owing to the labor troubles existing in the Lithographers' trade during the past six weeks, all work of any description was practically abandoned, and consequent inability on our part of filling any orders; we are pleased to report that by reason of arbitration proceedings all differences have been amicably adjusted, and our entire plant is again in full operation, and with our recently added new presses and machinery we are enabled to fill all orders promptly and with our usual care and attention.

We accept this opportunity of thanking our many friends for their kind indulgence, and bespeak in advance our appreciation thanks for any favors extended to us, we remain, Yours truly, Wm. STEINER, SONS & CO.

The output of cigars in the Third District of New York for the month of March, 1904, having been only 62,443,833, it shows a decrease of 7,441,943 as compared with March of 1903. In the First District the figures were as follows: In March, 1904, 6,596,770; March, 1903, 6,480,400; increase 116,370. In the Second District the figures show an output of 23,237,570 for March, 1904, and 22,117,960 for March, 1903, an increase of 1,119,610.

The Metropolitan Tobacco Co. has issued a circular to the trade announcing an advance to \$3.50 upon the following brands of cigarettes: Dukes Cameo, Fragrant, Vanity Fair and Virginia Brights.

A certificate of incorporation was filed at Elizabeth, N. J., in the office of the county clerk by the Havana Securities Company, the incorporators of which are Aaron D. Thompson, and E. Frank Vail, of Plainfield, and Condit Smith, of Troy Hills, N. Y. The object for which the corporation is formed is to produce, manufacture and sell and otherwise deal in cotton, sugar cane, sugar, molasses, syrups, melada and tobacco in all forms. The total authorized capital stock is \$230,000, divided into 2,500 shares at a par value of \$100 each.

A petition in bankruptcy has been filed against Max Kleinfeld and Pauline Salzman as the Majestic Cigar Factory, at 515 East Fifteenth street, by the following creditors: Elias Bunzelman, \$116; William F. MacDonald, \$200, and John H. Palide, \$295. It was alleged that on April 20 they transferred their property to a Mr. Miller, and also transferred accounts to creditors to prefer them. Mr. Kleinfeld started the business in July last.

The Montauk Cigar Co., of New York City has been incorporated by D. Oshinsky, L. Hollander and L. Oshinsky, all of Brooklyn, to manufacture cigars; capital \$3,000.

Benno Newberger, of E. Rosenwald & Bro., returned to New York, this week on the steamer Kronprinz Wilhelm, after attending a number of the earlier inscriptions at Amsterdam and Rotterdam,

where he again secured for his firm several parcels of the choicest marks of this season's offerings.

Bland Tobacco Co's Circular.

Under date of April 23d, the Bland Tobacco Company, of Petersburg, Va., issued the following circular to the jobbing trade, regarding the recently purchased brands and trade marks of the Halpin-Newcomb Tobacco Co.:

"We take pleasure in announcing the fact that we have acquired the brands, trade marks, good will and materials of the Halpin-Newcomb Tobacco Company of Richmond, Va. All unfilled orders for those goods will be shipped by us at the prices at which they were sold. Those received after above date will be subject to our new price list, which will be mailed as soon as ready.

"It shall be our purpose at all times to fully maintain the present high standard of excellence in these brands, and at prices as low as is consistent with this end in view."

NEW CLEVELAND FACTORY FOR AMERICAN CIGAR COMPANY.

The American Cigar Company, located at 404 Huron street, have leased a new factory building, now under course of construction, at Woodland avenue and Cross street. The new plant, which is to be under the management of Mr. S. Klein, local superintendent, will be one of the largest cigar factories in the State, and from a sanitary point of view, it is said, will be a model plant, employing from 700 to 800 hands.

The plant of the United Cigar Manufacturers at Fifth and Orange streets, Wilmington, Del., was closed last week, temporarily.

SPECIAL NOTICES (12 1/2 cents per 8-point measured line.)

MANUFACTURER of nickel and medium grades of cigars—fine line—will engage good man to sell to wholesale trade. Address Pennsylvania, Box 142, care of The Tobacco World, Philadelphia. 4-20-2.

WE HAVE the best and cheapest advertising novelty on the market today. Write for free sample and particulars. Monarch Novelty Mfg. Co., 177-181 East Division St., Chicago. 4-20-2.

SALESMAN for jobbing trade wanted by a Union factory in Pennsylvania. State particulars. Address Union, Box 143, care of The Tobacco World, Philadelphia. 4-20-2.

FOR RENT—A Cigar Factory in the city of Reading. Every convenience, and facilities for a large force. Address ED. GANTHER, owner, 213 N. 10th St., Reading, Pa. 4-20-4.

FOR RENT—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Conveniences. Apply to 3-30-4 H. W. HOFFMANN, York, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
— THE TOBACCO WORLD —

UNIVERSAL EXHIBIT OF TOBACCO.

The Tobacco Industry in All Its Phases Forms a Unique and Important
World's Fair Display.

BY W. C. McCARTY.

Tobacco, an ocean of it, bearing a ship constructed wholly of the cheering weed, perched high on a massive globe, also built of tobacco, on the top of an ornate pagoda formed of tobacco, is intended to be the crowning feature of the universal tobacco exhibit at the Universal Exposition at St. Louis.

This tobacco display will be one of the important exhibits that will make the Palace of Agriculture a bee hive of industry and wonderment. Entirely under the roof of this mighty palace, the largest of the Exposition buildings, covering an area of 10 acres, the special tobacco exhibit will occupy a space 300 feet long and 52 feet wide. Aisles 20 feet wide on each side of the parallelogram will render the great industrial picture effectual when seen from any point.

Here again the theory of making the Exposition one of methods, and not alone one of finished products, will prevail. Tobacco will be shown in its every form. There will be the seed beds with young plants just peeping above the soil; full grown plants growing in miniature fields; a curing barn with its appliances in operation; an exhibit of all the tools, machinery and appliances used in the culture of the weed; warehouses showing the processes of handling and storing the leaf tobacco; factories where plug tobacco is manufactured; other factories crowded with pretty girls, selected from the cigarette factories because of their dexterity, turning out before the eyes of visitors thousands of cigarettes; still other factories where granular and plug-cut smoking tobaccos, fine cuts and snuffs are made. In the same exhibit will be also two distinct cigar factories. One is to be given over to a force of Cubans who will make strictly Havana cigars from strictly Havana tobacco, while across the aisle will be a domestic cigar factory with a large force turning out all kinds of domestic cigars, cheroots and stogies. Arrangements are pending whereby the revenue laws will be so complied with that a visitor may observe the cigars made and buy them over the counter while he waits.

This comprehensive tobacco exhibit is in the direct charge of Mr. Thomas K. Bruner, superintendent of special exhibits, with Mr. Frederick W. Taylor, chief of agriculture. The importance of the tobacco interests may be partly appreciated when it is known that growers, handlers, manufacturers and users reach the respectable clientele of many million persons in America.

When one approaches the special exhibit of tobacco the great central pagoda, octagonal in form, with its summit 52 feet in air, reaching almost to the roof of the great Agriculture Palace, will command one's attention and force admiration. The pagoda will be 40 feet across. Built of wood, it is to be entirely covered with tobacco, and as the great exhibit palaces covered with staff appear to be of marble, so this pagoda will appear to be of tobacco. Columns and walls of tobacco will rise 15 feet to the cornice line, leaving four main entrances gracefully arched. This will be surmounted by a cornice made of glass six feet wide, entirely enclosing the pagoda, on which are to be photographed actual scenes from the world's most famous tobacco fields. Behind this glass cornice will be placed electric lamps, the light of which brings the photographs into plain view.

Above the cornice will be a flat roof and on the roof will stand heroic figures of Indians, the first users of tobacco. Tobacco plants will also be growing on the top. From the centre of the roof will rise a huge globe, 75 feet in circumference. The globe will be entirely covered with tobacco. The land is to be shown by the darker colored tobacco, while the waters will be represented by the bright types. The great river systems of the world are shown by threads of golden leaf running through the dark brown.

Attached to the top of the globe, and sailing in a golden sea of leaf tobacco will be a graceful ship, with its hull of dark brown tobacco nestling in its yellow bed, and the sails and ropes of other shades. This ship represents the return to England of Sir Walter Raleigh with the first cargo of tobacco from the new world.

Surrounding the pagoda are four large exhibit spaces. In one of these all the machinery used in the manufacture of plug tobacco is to be shown. Some of the machinery will be in operation, and the finished product is to be made in full view of the visitor, from the leaf tobacco taken from warehouses elsewhere in the great exhibit. Diagonally across the pagoda space is to be another machinery exhibit, and here will be manufactured the granular and plug-cut smoking tobaccos, fine cuts and snuffs. Two spaces are given over to the manufacture of cigarettes, both by hand and by machinery.

Entering the great parallelogram by the main aisle from the east, the visitor will find large exhibit spaces on either side devoted to display of the machinery, tools and appliances used in the cultivation of tobacco.

The next section will be one of absorbing interest. Four large plots are given over to the actual cultivation of

from which the fillers are made for the best cigars on the market. The young plants will be transplanted from Cuba and will be so handled that they will retain all of their native characteristics.

In a central space created by these four growing fields of tobacco will be erected a curing barn. This barn, like all the other structures within the universal tobacco exhibit will be constructed, or will appear to be constructed, entirely of tobacco. Excavations will be made in the ground beneath the barn and furnaces installed. Fires will turn in them and the heat in all parts of the barn will be perfectly regulated. This is a most important part of the tobacco production. While the burley types, or the Kentucky tobaccos, are cured in the open air, the value of the bright types grown in Virginia and the Carolinas depends largely on the success in curing. The color is the thing desired. If the tobacco is perfectly cured it takes on the golden lemon or orange color, so

the sides of the warehouse in glass enclosures will be the finished products of the tobacco graded leaf exhibit from every tobacco growing State.

At either end of the warehouse will be constructed two large seed beds, showing how the plants must be started. New ground is best for this—ground that has never been broken. In this rich soil thus prepared the seeds are sown and the young plants carefully tended. They are placed in cold frames and covered with canvas. When all danger from frost is past, and the young plants are thrifty and have attained the size of young cabbage ready for the transplanting, they are taken up and set out in the open field. Transplanting is absolutely essential to obtain the best results in the cultivation of tobacco.

After the warehouses and the seeding beds are observed, the visitor may enter the pagoda. In the center will be built a pyramid with an octagonal base. This is to be composed entirely of the various outputs of the tobacco factory, arranged in an artistic manner. Inside the walls of the pagoda, in glass cases will be arranged further exhibits of the finished product. Pyramids showing the relative amount of tobacco produced annually will also be shown in this tobacco pagoda. Mirrors will be so ingeniously placed in the walls as to create the illusion that the pagoda is many times as large as it actually is.

The final section of the great exhibit space is to be occupied by the cigar-makers. On the right the Havana cigar-makers will hold forth. There will be many of them and they will make their wares by hand with that deftness that has made the Havana cigar famous wherever civilization has touched. In order to make the exhibit realistic the Cubans will wear their native costumes. But few of their number will be able to speak the English language. However, the exhibit will be in charge of an American, and attendants who speak English fluently will explain the exhibit to visitors and one may watch the Havana cigar-makers manufacture their famous cigars, may see them placed in their original packages, and on the payment of the stipulated price may carry away with him the quantity he desires.

No less interesting will be the exhibit of the American cigar-makers in a similarly sized space removed from the Cubans only by a spacious aisle. Here will be numerous American cigar-makers busily engaged in the manufacture of the domestic brands. Not only are the high grades to be made, but also the cheaper cheroots and the famous stogies from West Virginia and Pennsylvania. As on the Havana side, the wares of the domestic cigar-makers will be furnished while you wait.

There are twenty States extensively engaged in tobacco culture, all of which have collaborated in making the universal tobacco exhibit the greatest ever contemplated. Kentucky leads with her 314,000,000 pounds annually; North Carolina comes next with 122,000,000 pounds; then Virginia with 122,000,000 pounds; Ohio with 65,000,000 pounds; Tennessee with 49,000,000 pounds; Wisconsin with 45,000,000 pounds and so on down the list.

NEW TOLEDO JOBBER.

The Merchants' Cigar Company is a new Toledo tobacco manufacturing concern incorporated at Columbus with \$50,000 capital stock by Carl E. Lavey, Oliver C. Reed, I. N. Poe, H. A. Lavey and S. S. Lavey.

It is the purpose of the new company to do a jobbing business.

ENGLAND INCREASES TOBACCO TAX
London, April 19.—Austin Chamberlain, Chancellor of the Exchequer, announced in the House of Commons today that owing to an estimated deficit of \$10,105,000 in the coming year's budget there would be an increase of one penny in the income tax.

The Chancellor proposed a tax of three shillings three pence on tobacco stripped before it was imported. Other proposals besides the income tax increase were for an additional six pence per pound on cigars, a shilling on foreign cigarettes and an additional two pence per pound on tea, which, he said, would produce £2,000,000 (\$10,000,000).

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.



**E. L. NISSLEY
& CO.**

Growers and Packers of
FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds

SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO

138 North Market St.

United
Phones

LANCASTER, PA.

CHAS. TOLE & CO.

Packers
of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in
Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind
on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in
Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1153 Ridge Avenue, Phila.

J. L. & M. F. GREENE

PACKING HOUSES:
Janesville, Wis.
Milton,
Aibany,



Reading, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade
Seed and Havana

CIGARS

Lancaster, Pa.



WASHINGTONIAN * GREAT FATHER
SEED AND HAVANA

10¢

MANUFACTURED BY **A.B. CLIME** TERREHILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFES CHOICE
POINTED ARROW SHARP KNIFE
VAMPIRE

5¢

Tobacco Notes from Lancaster.

Another Quiet Week in the Leaf Market
—Attempt to 'Rob a Cigar Factory—
Burning of a Factory at Stevens.

Lancaster, Pa., April 25, 1904.

The Lancaster leaf dealers have passed another quiet week, as very little was doing among packers in old goods, the stock of which, by the way, has been pretty well depleted. The local jobbing houses have had a moderate trade in their various lines, with a volume of business that was not so bad, after all. The packers, of course, are now in the midst of work, except those who have not undertaken to put up any of the 1903 crop, but there are comparatively few of them.

Growers are beginning preparations for planting a new crop, but progress has so far been slow on account of the unfavorable weather. From present indications the acreage will be about the same as last year.

Manufacturers in this county, as a rule, are still complaining of dull trade, and are not a little puzzled at the unusual length of the dull spell, yet in many quarters there is hopefulness of an improvement in the near future. The belief is also prevalent that when once the trade opens there will be a good business in the cigar factories.

A. N. Wolf, of Akron, recently made several flying trips among jobbers, in different sections.

An attempt was made last week to burglarize the cigar factory of Walter S. Bare, at Lititz, but the robbers were frightened away before gaining an entrance.

Suit has been brought against John H. Weaver, of New Holland, by attorney Jos. T. Evans, of Ephrata, on behalf of a New York leaf house, to collect on a note \$352.12.

At Stevens the cigar business is exceptionally dull just now.

The cigar factory building of Frank Naddeo, at Ephrata, was completely destroyed by fire last week, together with the entire contents, causing an estimated loss of \$750. A considerable quantity of tobacco was in the building at the time, also about 1,500 cigars, 250 cigar molds, scrap machines, labels and other supplies. Insurance to the amount of \$450 was carried on building and contents.

The Lancaster Leaf Tobacco Board of Trade held a meeting last week, but in

view of the small attendance no attempt was made to appoint delegates to this year's National Convention which is to meet at Atlantic City on May 2.

G. H. Sacks, manager of the Bibo Cigar Factory in this city, has served on the Grand Jury in Philadelphia for several weeks past.

J. E. Hertgen, lithographer, of this city, made a circuitous trip to Reading and Philadelphia last week. He is said to have had blood in his eye when he left, but came back smiling, with a pocket full of orders and some other things.

Reading Factories Still Moving.

There are Duller Cigar Towns than the Capital of Old Berks.

Reading, Pa., April 25, 1904.

According to trade paper reports Reading has experienced less of a dull spell this spring than some other sections of this State where the industry is important, and most of our factories have been working along with moderate forces.

E. E. Kahler has again been on a Western trip, and with fair success.

Activity is steadily increasing at the El Volcano factory of J. G. Spatz & Co., who find the demand for higher grade goods increasing very encouragingly. The recent visit of Mr. Spatz to their Western distributors has culminated in some handsome orders for the factory.

W. H. Ribble has started a new cigar store at 757 Penn street, and W. H. Willworth has also opened one at 508 N. 10th street.

C. R. Albright has removed his cigar factory from West Reading to 9th and Douglass streets, where he now has an up-to-date retail department.

Frank Ream has removed from 527 Penn street to 833 Chestnut street, formerly occupied by the Penn Cigar Co.

P. Stecher recently opened a new cigar factory at 109 Lemon street.

TRADE DIFFICULTIES IN COLUMBUS.

James Graney a North High street cigar manufacturer and dealer, was declared an involuntary bankrupt in a suit filed against him by the Merchants and Manufacturers' Bank, of Columbus.

Lawrence Lowenstein, former partner of Joseph Mendel, who made a sensational disappearance from Columbus a few months ago, and both of whom have filed a bankrupt petition, was ready for discharge, but a creditor opposed such action and was given time to file exceptions.

AMERICAN EMPIRE



10 CENT



EL VOLCANO



5 CENT

Improvement in York and Vicinity

Good Orders Received by Some Manufacturers—Legal Intelligence.

York, Pa., April 25, 1904.

Various reports continue to arrive of some improvement in trade conditions in this county, and in some sections the manufacturers are securing some very encouraging orders.

Letters of administration have been granted to Mrs. D. A. Schriever, widow of the lately deceased senior member of the leaf firm of D. A. Schriever & Co. B. C. Smith, N. F. Young and A. A. Leber, cigar men of Red Lion, who were charged with using counterfeit labels of the Cigarmakers' International Union of America, have been acquitted, with costs.

William Woodruff was arrested last week upon a charge of stealing a lot of cigars from Kohler's cigar store on East Market street. The prosecution was brought by Chauncey Kohler, and the defendant was given a hearing before Alderman Amig. He was held for court, and in default of bail was committed to prison.

I. Latzar, a leaf packer of Chicago, was a visitor to the trade here last week.

The April term of the Quarter Sessions Court of Adams county will open this week, and it is probable that the cases of J. Fred. Holtzinger, H. L. Haines and N. G. Mead, of Red Lion, this county, charged with using and displaying a counterfeit union label of the Cigarmakers' International Union, will be called for trial on Tuesday or Wednesday.

The Red Lion men will make every effort to secure an acquittal of the charges, and have engaged a strong array of legal talent to defend them. It is said they will be defended by William Hersh, S. S. Neely, of Gettysburg; H. C. Niles and John W. Helter, of York; ex-Congressman F. E. Belthoover, or Carlisle, and James Bowers, of Chambersburg.

The Commonwealth will be represented by Jere S. Black, of York; W. C. Sheely and District Attorney J. L. Williams, of Gettysburg.

Chicago Cigarmakers Uneasy.

Radical Members of the Union Insist on Raise—Others Content With Old Scale.

Chicago, April 20, 1904.

Radical members of the Cigarmakers' Union are making an effort to have the Chicago locals declare for a wage increase at the joint meeting at Brand's Hall. The conservative cigarmakers and the officers of the organization are opposed to the plan, declaring the present an inopportune time for the move.

Recently the union appointed a committee of fifteen to draw up a schedule for the coming year. Eight members of the committee have decided that a renewal of the old scale is all that should be asked, but the other seven have prepared a minority report, calling for an advance. The socialist wing of the union is leading the fight for the increase.

The Blue Trader Cigar Company has been organized with a capital of \$2500 to manufacture cigars by Chas. D. Altschul, Eugene G. Fassett and Chas. S. Andrews.

The Reemorse Cigar Company was also incorporated with a capital of \$5000 to deal in cigars and tobacco by E. M. Sherburne, E. H. Lyons and J. J. Otley.

E. H. Pearson and W. C. Niblack, receivers for Sutter Brothers, have been directed by Court to proceed with settlement and were ordered to deposit \$145,000 in the First National Bank of Chicago for composite purposes.

STRIKE AVERTED.

Chicago, April 25.

Union cigarmakers of Chicago have battled over the question of a strike, and nearly 3000 ballots were deposited at their special meeting in Brand's Hall on Saturday.

The result of the vote will probably mean peace in the cigar-making industry for another year, in spite of the fact that the socialists in the union have been striving to bring on a strike that would tie up the trade all over the city.

Employing cigar manufacturers notified union leaders that no increase in wages would be conceded, and that conditions do not warrant such a demand. The conservative element, which has

been satisfied with conditions, immediately sought to forestall the agitation of the socialist members, but the socialists insisted on a new contract, with an increased scale. The union decided to submit the matter to a referendum vote.

The result of this vote, it is believed, to have been against the socialists and a strike consequently averted.



Schneider Bros., of Chula, Mo., have opened a cigar factory at Carrollton, Mo.

C. Stephan has purchased the cigar manufacturing business of Ellis Gould at St. Johns, Mich.

James Maher, cigarist on Smithfield street, Pittsburg, has disposed of his business to Frank Bing.

Joseph Gilbert, a well-known cigar manufacturer of Binghamton, N. Y., died last week at the age of fifty-four.

Spicer & Flinton, wholesale tobacconists at Saratoga Spring, N. Y., have been succeeded by Flinton & Mooney.

Craig, Smith & Vaughn, cigar manufacturers at Barnesville, O., are erecting a new factory building in that place.

A new plant is being erected at Ceredo, W. Va., for the manufacture of cigar box lumber by the Devon Lumber Company.

H. A. Repetto & Co., leaf dealers, at St. Louis, will remove on May 1 to 122 Pine street, a commodious five-story structure.

Ewald Massow, at Wabash, Ind., has sold his cigar factory to Chas. Euphrat, of Logansport, who will continue at the former place.

The Palm-Whitman cigar factory will be removed from Medford to Sellwood, Oregon, about May 1 and will employ a large force.

The striking cigar makers of Thos. Engelhart, at Nashville, Tenn., have returned to work, a satisfactory settlement having been effected.

Archie R. Kitzelbach and Otto Koppe, trading as the Geon Cigar Company, at Slayton, Minn., are in the hands of a trustee in bankruptcy.

M. B. Wagstaff has sold his stag cigar store at Sioux City, Iowa, to H. O. Swain, of Duluth, Minn., who will retain Mr. Wagstaff to manage it.

The Stadeker-Boeing Company,

wholesale cigar distributors at Cincinnati, have removed from 116 West Pearl street to 15 and 17 Race street.

F. M. Lytzen & Co., cigarists at Clinton, Iowa, have dissolved. L. L. Ries retiring from the firm, but the business will be continued by Mr. Lytzen individually.

The plant of the Western Cigar Box Company, at 379-385 Monroe street, Detroit, Mich., was destroyed by fire last week. A new building will be erected and business resumed.

Articles of incorporation have been filed by the Avon Tobacco Company at Hartford, Conn., with a capital of \$20,000. The incorporators are W. G. Watson, S. T. Lapointe and H. C. Woodward.

The Michigan Tobacco Works, of which Fred. L. Moreland is proprietor, have moved into larger quarters at 42 West Maumee street, Adrian, Mich., which was necessitated by the increased demand for "Champion Scrap," the leading product.

Wm. C. Oppelt, cigar manufacturer on West Baltimore street, Baltimore, died recently at his home in that city. He had been identified with the tobacco trade in Baltimore since 1865. He was highly respected in the trade and very prominent in secret society circles.

A. R. Magee, of Providence, R. I., has made an assignment for the benefit of his creditors to Geo. F. Young & Bro., prominent wholesale tobacconists of that place. Liabilities are stated to be in the neighborhood of \$10,000, and assets not exceeding \$5000.

W. M. Dismukes & Co., of Memphis, Tenn., have admitted A. G. Webber to an interest in their business, and under the direction of Mr. Webber they will also enter the jobbing business. Mr. Webber was formerly a salesman for the Continental Tobacco Company.

United States District Attorney Sherman T. McPherson, of Cincinnati, O., filed a suit in the United States Circuit Court against 10 bales of tobacco, imported from Havana by Havemeyer & Vigellus, of New York, and consigned to a local manufacturer.

It is charged that this firm endeavored to defraud the Government by entering the consignment as "filler tobacco unstemmed," when, in truth, so it is alleged, it is a wrapper tobacco unstemmed, and for this reason the goods were seized and forfeiture proceedings are begun.

George Tharpe, a prominent tobacco dealer of Mansfield, Ky., died on the 22d inst., at his home in that place. Rheumatism of the heart is believed to have been the immediate cause of death.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

**Cigar
Molds**

**Cigar
M'rs
Supplies**

We are now better prepared than ever to meet the increased demand for our products.

All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you

*The Best Goods
at
The Best Prices.*

Before you place your orders give us an opportunity to quote you Our prices.

**WE CAN
SAVE YOU MONEY**
**The Sternberg
M'fg Co.**
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.



**ROYAL
BERKS**
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending April 23, 1904.

Cienfuegos.—J. E. Ward & Co., 453 bales tobacco; I. Kaffenberg & Sons, 44 bales tobacco.

Havana.—Havana Tobacco Co., 130 cases cigars and cigarettes; J. E. Ward & Co., 338 cases cigars an cut tobacco. Trieste.—Schinasi Bros., 250 bales tobacco; Commercial Co., (of Salonica) 23 bales tobacco.

Vera Cruz.—J. E. Ward & Co., 976 bales tobacco, 22 cases cigars.

SUMATRA TOBACCO.

Str. Noordam, arrived April 19.
(216 bales.)

H. Duys & Co.	134 bales
A. Cohn & Co.	35 "
Rothschild & Bro.	27 "
E. Spingarn & Co.	20 "

HAVANA TOBACCO.

Str. Vigilancia, arrived April 18:
(501 bales.)

American Cigar Co.	398 bales
G. Salomon & Bro.	55 "
J. Bernheim & Sons	32 "
L. Friedman & Co.	16 "

Str. Ponce, arrived April 18:
(53 bales.)

Celestino Mendez	35 bales
Levi, Blumensteil & Co.	18 "

Str. Mexico, arrived April 20:
(1,349 bales; 111 bbls.)

J. E. Ward & Co.	503 bales
J. Bernheim & Son	285 "
S. Auerbach & Co.,	124 "
G. Salomon & Bro.	60 "
A. Murphy & Co.	59 "
Calisto Lopez & Co.	51 "
S. Roston & Sons	42 "
American Cigar Co.	36 "
Carl Vogt's Sons	34 "
Wm. A. Brown	32 "
B. Rosenbluth	30 "
Order	26 "
N. Lobenstein	25 "
L. Powell & Co.	15 "
A. M. Blake & Co.	9 "
L. Lopez	8 "
S. L. Goldberg & Sons	5 "
M. D. T. Co.	3 "
Rothschild & Bro.	2 "

E. Regensburg & Sons	30 bbls.
M. D. T. Co.	27 "
E. P. Cordero	15 "
Hinsdale Smith & Co.	15 "
Carl Vogt's Sons	14 "
J. E. Ward & Co.	10 "

Str. Monterey, arrived April 23:
(1,182 bales; 25 bbls.)

J. E. Ward & Co.	455 bales
A. Murphy & Co.	268 "
American Tobacco Co.	201 "
Lewis Sylvester & Sons	160 "
J. Bernheim & Son	92 "
O. Triana & Co.	20 "
L. Sylvester & Sons	20 bbls.
A. Blumlein & Co.	5 "

HAVANA CIGARS.

Str. Vigilancia, arrived April 18:
(1 case.)

Czarnikow, McDougell & Co.	1 case
----------------------------	--------

Str. Ponce, arrived April 18:
(176 cases; 3 boxes.)

American Tobacco Co.	38 "
M. Rucabado	27 "
American W. I. T. Co.	23 "
A. S. Lascelles & Co.	16 "
R. Fabien & Co.	15 "
Durlach Bros.	12 "
G. W. Sheldon & Co.	11 "
Vesta Hermosa Cigar Co.	6 "
Rojas, Pez & Co.	5 "
Victor Malga & Co.	5 "
Cayey-Caquas Tobacco Co.	5 "
American Trading Co.	3 "
F. S. de Ronde Co.	3 "
American Express Co.	3 "
H. P. Smith	3 "
Order	1 case
Cadiz Cigar Co.	2 boxes
J. M. Strong	1 box

Str. Mexico, arrived April 20:
(108 cases.)

Park & Tilford	19 cases
L. J. Spence	14 "
F. Garcia & Bro.	14 "
G. S. Nicholas	13 "
Waldorf Astoria Segar Co.	12 "
Acker, Merrill & Condit	7 "
National Cuba Co.	6 "
Victor Lopez	5 "
W. O. Smith & Co.	3 "
A. Hollander & Co.	3 "
Robert E. Lane	3 "
M. D. T. Co.	2 "
E. A. Kline & Co.	2 "
A. Murphy & Co.	1 case
Mosle Bros.	1 "
Frank Taylor, Jr.	1 "
C. H. Wyman & Co.	1 "
R. W. Cameron & Co.	1 "

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The two snow storms, attended by cold north winds, greatly retarded work on the farms, particularly the sowing of tobacco beds. Many have postponed the sowing for some days, while others had the seed sprouted and were compelled to sow, cold or warm, but it takes considerable of that commodity called "nerve" to go out to plant when the air is full of shifting snow, with the thermometer ranging in the twenties, while one has to whip his hands to keep them warm. Well, there is only one way out of the dilemma, and that is to take more pains with the seed bed; not only in preparing the beds by thoroughly working them, but in the liberal use of fertilizer, and if a large quantity of fertilizer is used, the subsequent watering

and attention should be doubled at the lowest estimate. It will be of very little use to sow open beds. Lateness of the season prohibits such a course. Some covering will be necessary, and if glass cannot be procured, then the use of cloth comes next. If a farmer has nearly glass enough, a few cloth frames can be substituted, making them of the same size of the glass frames. By exchanging a glass frame for a cloth frame once or twice a week, it will help out many a bed and perhaps give the grower his plants nearly as early as though the bed was covered with glass.

A good substitution can be had by buying good, fair weight cotton and tacking on frames and covering with a coat of oil and yolk of eggs; enough eggs to make it of necessary consistency to be applied easily with a brush. The one trouble will be that no water will



**G. A. KOHLER
& CO.**

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000.



La Imperial Cigar Factory,

J. F. SECHRIST,

Proprietor

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.

Capacity, 25,000 per day

Prompt Shipments Guaranteed.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the

Wholesale and Jobbing Trades.

Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

T. L. ADAIR,

Established
1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

A. F. HOSTETTER,

Manufacturer of

**High-Grade
Domestic
Cigars**

HANOVER, PA.

"STAG FAVORITE," a 5-cent Leader,
known for Superiority of Quality.



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



W. H. RAAB & SONS,
MANUFACTURERS
OF
**High Grade
Cigars.**
ESTABLISHED 1871
DALLASTOWN, PA.

M. H. Clark & Bro

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.

PADUCAH, KY.

Clarksville, Tenn.

Cable Address,
"CLARK."

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

Our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.,
Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor,

Barnesville, Ohio,
MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIFE

Jobbing Trade solicited.

Write for Samples.

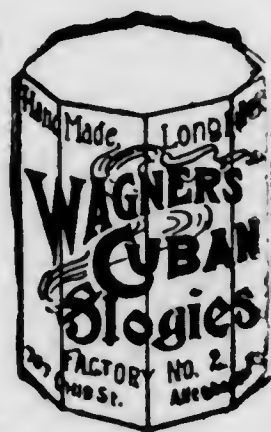
SOMETHING NEW AND GOOD
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

pass through it. After using, these frames must be stored in a good cool place or spontaneous combustion will take place. Years ago before the advent of the glass frames, quite an amount of cloth thus prepared was used with good satisfaction, but it never did nor can take the place of the glass frame. The lateness of the season will induce many to keep the frames on the beds as long as possible, but bear in mind that the sun is creeping farther north every day, and the wish to hasten the growth may bring dire calamity to the one who tries to keep his beds too much covered. Glass frames are for legitimate use, and not for abuse. So keep a sharp eye on the purse strings by seeing strictly to business; for those frames are covering your money crop. I notice by correspondents and exchanges that about the same acreage will be planted this year as in 1923, and another thing I have noticed, and that is, not many in this vicinity have been compelled to mortgage their farms or any part of them to purchase fertilizers, as has been suggested by one writer here in the valley. It may be that the fertilizer companies have come to the relief of the farmer, perhaps, by a lien on the crop, but from this railroad station I note about the usual amount of cottonseed meal, and the other brands of fertilizers are being carted by the farmers. Within two weeks I have known of 140 tons of cottonseed that has been unloaded at a price ranging from \$27.50 to 30 per ton, and I do not think one pound of it was sold upon credit. One thing, though, is noticeable, not so many carloads of stable manure are being brought in as has been the case for a few years past, but for the past two or three years the growers have used stable manure quite liberally, and, raising the tobacco upon the same land year after year, they may possibly get a good yield, and perhaps as good a quality as they desire, but in my opinion, with a tobacco crop raised upon fertilizers alone, the grower is apt to grow a crop for export.

Our correspondents write:
Suffield, Ct.: "Several loads of tobacco passed our house yesterday on the

way to the Thompsonville depot for shipment. Have one crop to report sold which brought the grower 9c sized. Last night was pretty cold for the tobacco plants that are growing in the bed. The snow is now falling and looks winterish, but spring will come nevertheless."

Hadley, Mass.:—"The majority of the growers have packed their crops, while some have sold at very low prices."

North Hatfield, Mass.:—"F. Jones has sold what he bought assorted and cased, about 200 cases, at about 10c. Reuben Belden sold 18 acres, cased, at about the same figures. Henry Moore sold 5 acres, price said to be 10c cased."

Montague, Mass.:—"A. M. Lyman has sold his crop of 1902 wrappers for 14c. I think about the same acreage this year as last will be raised in this town."

Conway, Mass.:—"F. L. Totman sold about 3 acres at 13 1/4c. H. T. Newall sold to Elias Bach 7 acres at 10c, and A. J. Patterson, 3 acres at private terms, all assorted. A few who sowed sprouted seed have plants up. It has been such cold, cloudy, wet weather that dry seed will be slow coming up."

East Hartford, Ct.:—"The season is two weeks late. L. Brewer will plant 60 acres and will put up a new shed. H. Long has bought a new tract of three acres, with shed, at \$2,000."—American Cultivator.

BALDWINVILLE, N. Y.

A decided lack of activity in the market still prevails. A. Heinkle has been picking up a few good crops of old tobacco, and H. C. Gieske of Baltimore, a representative of the firm of Gieske & Nieman, has been in town for a few days and has been riding with J. Wallace Lee. No purchases by him are reported. E. C. Munroe is still receiving purchases made by him for the American Cigar Co., which are being assorted at the company's local warehouse.—Gazette.

EDGERTON, WIS.

The conditions throughout the tobacco section remain about the same as for

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN—LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.



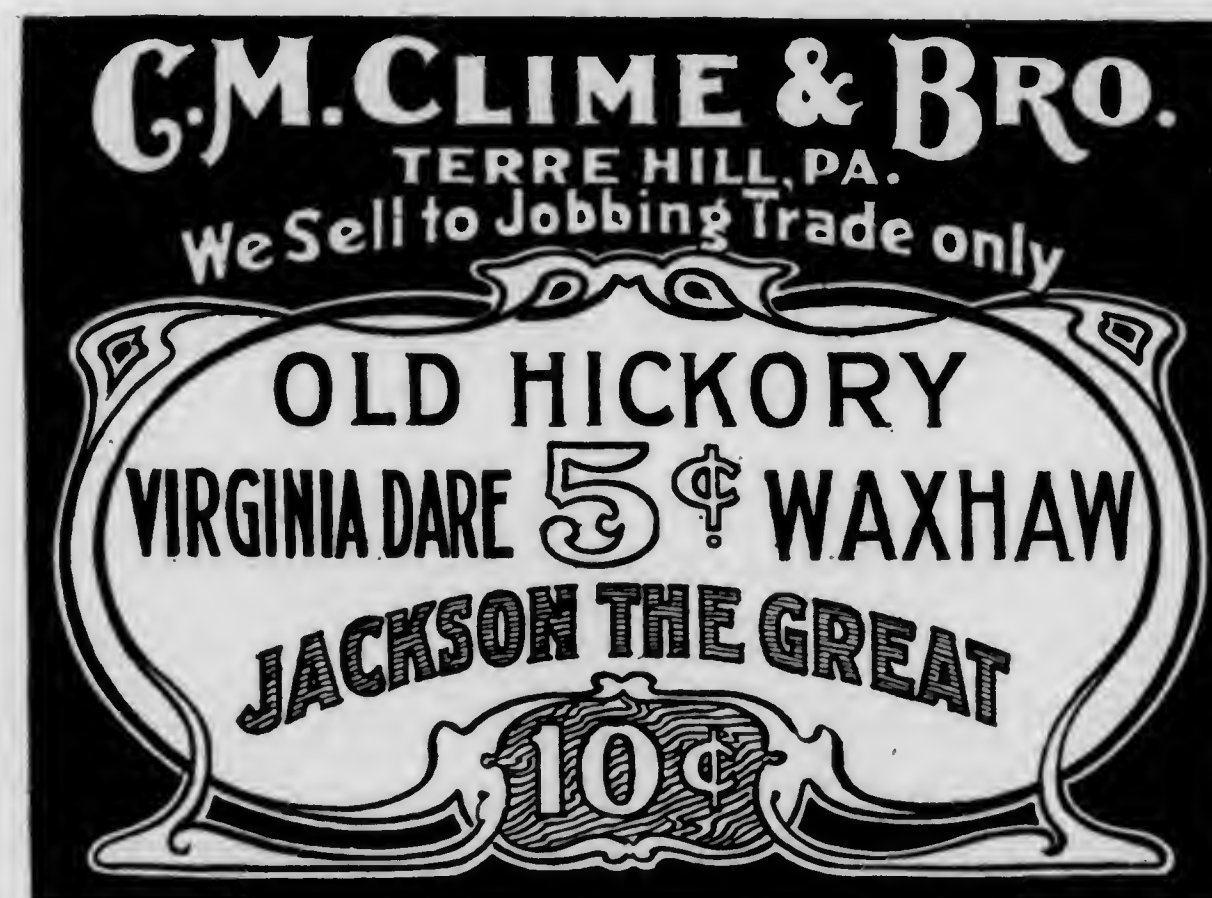
R. E. JACOBY

Wholesale
Manufacturer of

High Grade
Seed and Havana

Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. J. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

several weeks past. There is a good deal of tobacco being moved, the bulk of it at very low figures. In some localities the crop is becoming quite well picked up. Information reaches us that three-quarters of it in the Vernon county section is sold, a much larger per cent. than in other portions of the State. A few sample sales show the trend of prices:

Chas. White, 6a at 8 and 1c.
J. Hanson, 6a at 6 and 1c.
Ole Furset, 7a at 5 and 1c.
Lars Erickson, 6a at 5 and 1c.
Albert Julset, 6a at 5 and 1c.
Hans Johnson, 4a at 4 1/2 and 1c.
Thos. Ford, 5a at 4 and 1c.
C. Gulset, 2a at 5 and 1c.
Chas. Brown, 4a at 4 1/2 and 1c.
M. Gunderson, 4a at 3 and 1c.

C. E. Sweeney has shipped several car loads to Lancaster, Pa., in the bundle during the week, purchased in this locality.

Some old leaf is being bought from country hands but general trade is reported quiet.

Freezing nights have held back the making of seed beds so there is but little sowing to this date for another crop and the season promises to be late for all crops.

Shipments, 899 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts are increasing and were for the week 987 hhds. private sales 210 hhds.

Lugs have been slowly improving in price and are now 1/4c higher than two weeks ago, and some grades of leaf have shared the advance. A full portion of the crop still remains in the barns, partly from lack of good handling weather, partly from unwillingness of planters to accept present prices.

The Burley markets show a wide contrast to the markets for fired tobaccos, the advance in the former being enormous. The great Continental Tobacco Co. has given the trade an object lesson in the way "a corner" in Burleys can be made, always contended to be an impossibility, and it is being studied for

future use, with thanks to the teacher for showing it to be so dead easy. A grandpa taught the grandson to play draughts, but in time the teacher was beaten at the game.

QUOTATIONS: (New.)

Low Lugs	\$2.75 to \$3.00
Common Lugs	3.00 to 3.25
Medium Lugs	3.50 to 3.75
Good Lugs	3.25 to 4.25
Low Leaf	4.00 to 4.50
Common Leaf	4.75 to 5.50
Medium Leaf	6.00 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 11.00

HOPKINSVILLE, KY.

M. D. Boales.

The week past has been very cold, with freezing and frost on the 19th and 20th. Dry and harsh; no handling season. Movement light, owing to heavy advance in Burleys. More buyers have started in on the loose tobaccos, at an advance of 1/4 to 1c. As the crop is largely light color and light body, it can be substituted in many places, and a better demand is expected, as planting does not promise over half a crop this year. On account of low prices and the scarcity of labor, planters are not making much effort for a crop. There is more inquiry for old Dark, and we expect it will soon disappear, as there is very little Dark heavy styles in the new crop to supply demand.

Old Leaf, Common to Good, short, 5 to 6 1/2c; Long, 6 to 8c.

Loose heavy Lugs, 2 1/2 to 3 1/2c. Leaf, 5 1/2 to 6 1/2c.

No breaks of new hogshead tobacco yet.

Receipts for the week, 225 hhds.; for the year, 1,120 hhds. Sales for the week, 14 hhds; for the year, 854 hhds.

PATENTS RELATING TO TOBACCO, Etc.

757,760 Mouthpiece or stem for smokers' articles; Joseph A. Manahan, New York.

757,572 Match machine; Mark A. Sheldon, Detroit, Mich.

757,514 Providing cigars with smoke improving portions at the pointed ends; Hermann F. M. Thoms, Steglitz, Ger.

757,584 Machine for manufacturing cigars; Bernhard Wertheimer, Karlsruhe, Germany.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,
NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,

Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBEER

G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

A. Kauffman & Bro.

MANUFACTURERS OF

Cigar Boxes

OF EVERY DESCRIPTION,

York, Pa.

Gold Leaf Embossed Work.

EMBOSSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716-728 N. Christian St. LANCASTER, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Address: "Boales," P. O. Box 1, Hopkinsville, Ky.
Use Arnold's No. 5 Tobacco Chamber.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in

Leaf Tobacco

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



A New Method of Packing Cigars.

An improved method of packing cigars has been patented and has for its object the means of facilitating the sending of cigars and similar articles by automatic machinery. The cigars are packed on a long ribbon of paper to be handled by slot machines, but the invention also offers a means of protection while in the pocket. Another feature is that it may be used as a means of preventing or detecting thefts from the boxes of gentlemen who are in the habit of purchasing cigars by the box. Under the usual method of packing cigars, it is an easy matter for a servant, or other person, to abstract a cigar or two from the box every day without detection, but such a systematic thievery is prevented by the ribbon system, for the paper strings are so numbered that the removal of a single cigar could be detected.

Business Changes, Fires, Etc.

Arkansas
Pine Bluff—J. S. Altshul, cigars, etc., will retire Sept. 1.

California
Sacramento—Joseph Woods, cigars and tobacco, dead.

Illinois
Chicago—P. H. Beck, cigar manufacturer, out of business.—Jacob Harris, cigars, out of business.—Mrs. L. J. McClure, cigars, sold out.

Indiana
Indianapolis—Schomberg Cigar Co., damaged by fire.

Maine
Millinocket—LePage & Bishop, K. Bishop, individually, tobacco, etc., sold real estate mortgage, \$1,500.

Massachusetts
Fitchburg—J. H. Agym, tobacco, chattel mortgage, \$228.
Lowell—Ed. Therrien, cigars, etc., chattel mortgage, \$600.

Michigan
Detroit—Edward Beck, cigars and tobacco, chattel mortgage, \$150.

Minnesota
Duluth—Haire & Sandman, cigars, succeeded by Robert H. Haire.—Robert H. Haire, retail cigars, chattel mortgage, \$1,000.

Ohio
Bellefontaine—T. N. Marquis, cigars, etc., real estate mortgage, \$100; also gave deed, \$1,600, canceled real estate mortgage, \$100.

Dayton—W. R. Watson, cigar manufacturer, mortgages refilled, \$377 and \$274.
Greenfield—H. J. Haas, cigar manufacturer, chattel mortgage, \$1,440.

Pennsylvania
Canton—Wirth Cigar Co., manufacturers, judgment note, \$600.

Rhode Island

Providence—A. R. Magee, wholesale and retail cigars and tobacco, assigned to R. G. Young.

Wisconsin

Janesville—W. B. Conrad, tobacco, warranty deed, \$5,500.
Madison—Kings & Ellingson, cigar mfrs., dissolved; Ellingson continues.

"SOLLIDAY'S BRANDETTE" for cigar manufacturers, and 1001 cigar advertising novelties and specialties, cigar pouches and caps; cigar manufacturers' stationery and printing. Write for particulars today.

Solliday Nov. Advertising Works, KNOX, IND. 3-30-1m

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of
Fine and Common Cigars

Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK

Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS

promptly obtained OR NO FEE. Trade Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo, for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells how to obtain and sell patents. What inventions will pay. How to get a partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address, H. B. WILLSON & CO. Patent Attorneys 774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

31

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited

Advances Made

Settlements Made on Day of Sale

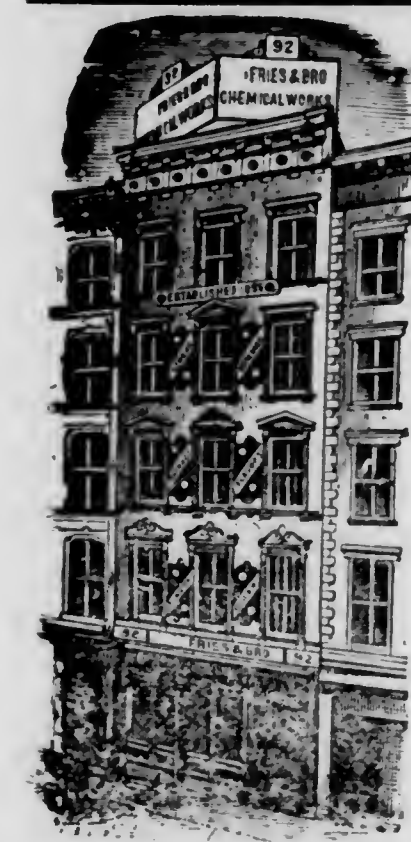


PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.



FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *

WORLD-RENOVED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors:

Sweeteners, etc.

Sample Free

The Most Popular Flavors
Since 1855.

Guaranteed to be the Strongest, Cheapest, and Best

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Patents

Caveats, Trade Marks,
Design-Patents, Copyrights, etc.

JOHN A. SAUL,

1000 Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS



SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES


CIGAR RIBBONS

FOR SALE BY ALL DEALERS

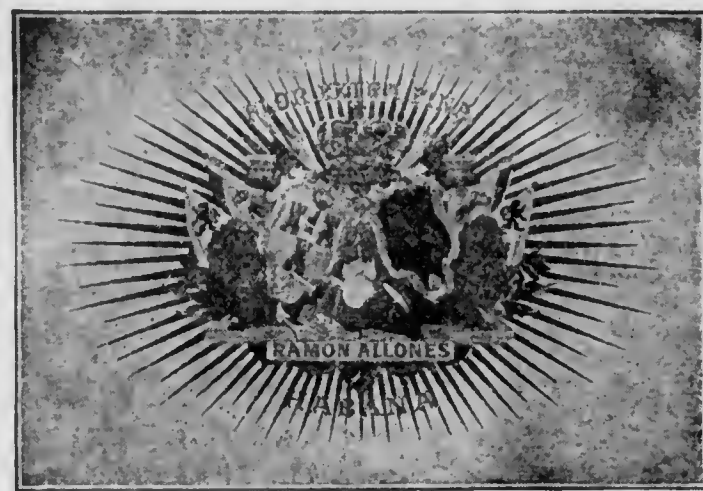


MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the
Royal House of Spain.

Finest Havana



This Factory Being Independent is Enabled
to Guarantee the Quality of its Products.



**Factory, Galiano 98,
Havana, Cuba.**

CIGARS



NATIONAL CUBA CO.
Sole Representative of the
United States and Canada,
147 Water St., New York.

CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
RIBBONS,
and
CIGAR
MANUFACTURERS'
SUPPLIES.

GEO. M. WECHTER,
Manufacturer of

CIGAR BOXES

South Ninth Street,
Akron, Pa. Telephone
Established 1883. Connection.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

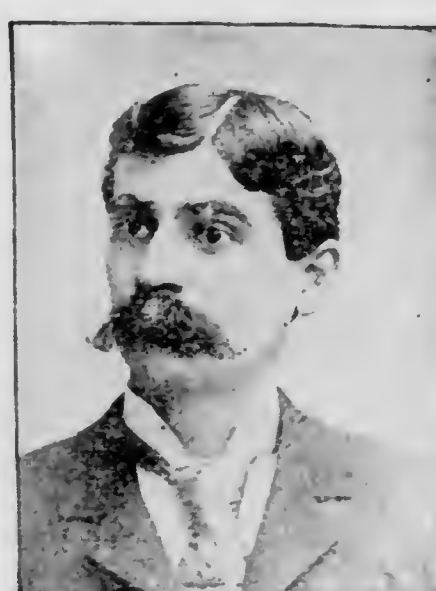
A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
**High
Grade
CIGARS**

All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 18.

PHILADELPHIA, MAY 4, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

WE WANT to know you and get your business.

We have a **SPECIAL FINE GRADE** of **SUMATRA** that has been giving satisfaction all around. Can't we send you a few pounds as a sample? We know that you'll order a bale or more of these goods if you once see them.

This is a fair proposition. Those who ordered samples last week are well satisfied and are ordering bales right along. You can't lose anything, because our reputation is a guarantee of satisfaction.

We have some

J H M Deli A. LI Sumatra

Nice Light Color, Good Burner, Fine Quality,
Great Yields, No Spots, Old Goods,

Usual Price, \$3.50 per pound

Our Price, 3.25 " "

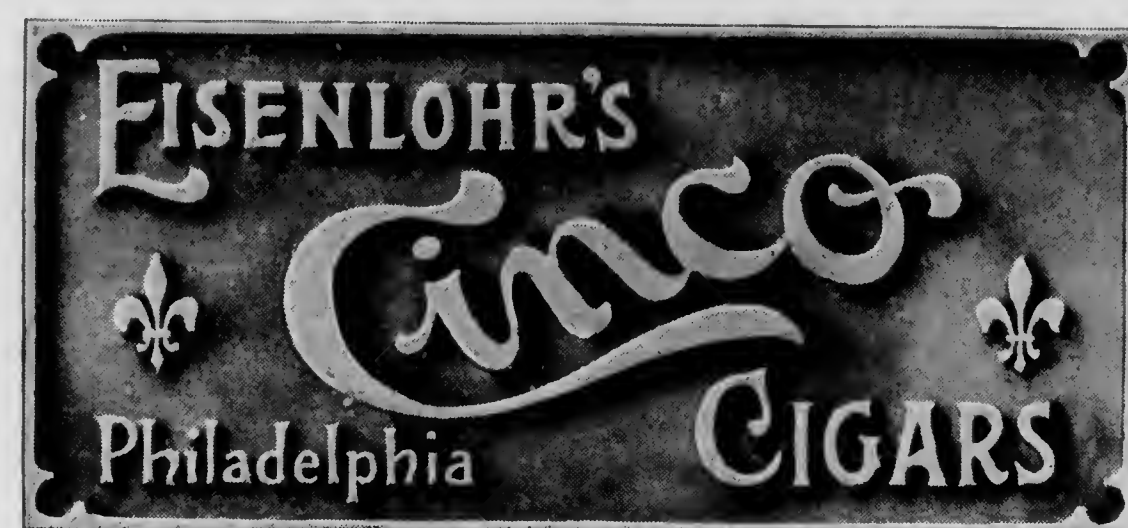
Your Saving, .25 per pound

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers of

Cigar Leaf Tobacco,

23 North Third St., Philadelphia.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade
Medium
Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is our Leader.



E. A. CALVES & Co. **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



THAT WINDOW BULLETIN.

ACTING upon the suggestion given in last week's issue of The Tobacco World, a prominent down-town dealer has taken the initiative of discarding the rag time style of bulletin, and on Saturday last adopted a more modern device, which was in this instance placed on an easel in the centre of the show window. It had been lettered by a sign painter, and was neatly executed. The window had been carefully re-dressed to conform, and to emphasize the special goods offered on the bulletin. He informs us that he is more than pleased with the result. His sales were larger, and to a more desirable class of transient customers than he ever before had come into the store.

He has now also decided to spend a little money on several other ways of attracting public attention, and is having constructed a moving figure which will be used at certain intervals in one of his show windows, at least until the novelty wears off, and he proposes by that time to again have something new.

RUMMAGE SALE ON SOUTH STREET.

IF there is any place in Philadelphia where one would expect to find bargains, or at least cheap goods, it is on South street, below Broad. So thought a certain dealer in cigars and tobacco, and promptly launched a rummage sale, made up of a conglomeration of almost everything that can be found in a cigar store—from a three-cent pipe cleaner to a fifty-cent smoking set. The two windows were filled to the overflow with everything imaginable, and everything at so-called marked-down prices.

Bill-poster style of bulletins were used, and yet effectively, for it was just the place where it was perhaps the proper thing to do under the circumstances. The goods were sold, not at greatly reduced prices, but at about all they were worth, for much of the stock had been bought for the purpose, and the volume of business done during the three days of its progress was highly satisfactory to the proprietor; in addition to which he succeeded in closing out a large quantity of stock which was not the most desirable, and which otherwise might have remained on his shelves for months.

DON'T indulge in calling down your clerks. A good heart to heart talk is worth a dozen threatening reprimands. Above all, never rebuke a clerk in the hearing of a customer.

DO AND DON'T.

THOMAS N. HART, who entered a retail store as a clerk at the early age of thirteen years, gained a competence, and became mayor of the city in which he lived, and finally retired from active business. He has given the following rules, to which he attributes his success:

"DO."
Do everything well.
Do more than is expected of you.
Do things better than other people do them.
Do your work as if it were a pleasure to do it.
Do exactly as you agree to do.
Do some little kindness every day.
Do unto others as you would be done by."

Special Offers, Coupons and Schemes.

THE Continental Tobacco Company has advanced the price on a number of its brands in Chicago and vicinity, as follows:

Drummond's Natural Leaf, Five Bros. Plug, Gold Rope, 2 cents a pound; Jolly Tar, Newsboy, and Old Kentucky, 1 cent a pound. Town Talk has been changed from a 16 oz. to a 14 oz. plug.

THE Retail Cigar and Tobacco Dealers' Association of New York has secured the exclusive control, for the

Will (15 oz. plug smoking), Razor, Tennessee Cross-Tie (both weights), Trade, Vince (all styles), and Giant Long Cut (2 1/2 oz.), 1c per lb., and on May 1 Razor was advanced another cent per lb.

A. H. HILLMAN CO., 94 Park Row, are distributing in Greater New York Lewis & Allen Co's Subway all-tobacco cigarettes at \$6.50 per 1,000, with a special deal of 200 free with each 1,000.

BY a special thirty-day deal, the Rick-secker Cigar Co., of Kansas City, Mo., distributed 660,000 cigars of the make of W. K. Gresh & Sons, Norristown, Pa., in that city in that short space of time.

L ARUS & BRO., of Richmond, Va., are making a special drive in the New England States on their Real Thing (cut plug) a 1 1/2 oz. foil package, in 5 lb. cartons, with 25, 50 and 100 pound cases, or 3 1/2 oz. pouches in 5 lb. cartons, with 25, 50 and 100 pounds to the case, or 8 oz. tins in 12 lb. cases, 16 oz. glass jars in 12 lb. cases, and 16 oz. canisters in 12 lb. cases.

OWING to a short supply of the New Bit size of the El Principe de Gales cigars of the Havana American Co., M. A. Gunst & Co., of San Francisco, Pacific Coast distributors, are compelled to limit sales to 300 as the largest quantity to be delivered to any one dealer at a time.

RECRUIT GRANULATED has been put upon the market by the American Tobacco Company as a running mate to Duke's Mixture. It is a 1 1/2 oz. package, packed in 5 lb. cartons, 25 lbs. to the case, and with gratis cigarette paper. It goes to the trade at 29 cents per lb., less 2 per cent. for cash.

DUKE'S CAMEO, Vanity Fair and Virginia Bright cigarettes have been advanced from \$3.70 to \$3.80 per 1,000 on the Pacific Coast. The packing of 1-oz. bags gratis with each pound of Bull Durham has been discontinued.

CHARLES BOYET, of Buffalo, N. Y., is offering eight 5-cent cigars and one 10-cent cigar for a quarter.

Establishment of Paxton-Gallagher Company,



Wholesale Grocers & Cigar Distributors, Omaha, Neb.

"DON'T."
Don't drink.
Don't swear.
Don't tell a lie.
Don't run into debt.
Don't shirk your task.
Don't stay out nights.
Don't be late at your work.
Don't think you know it all.
Don't wait until you are old to marry.
Don't go into politics if you are a young man.



State of New York, of the London Whiff stogies, made by Marcus Feder, Cleveland, O., the wholesale price being \$18 per 1,000, packed in boxes of 100, and they are retailed at two for 5 cents. The Association has also added to its stock the Subway, an all-tobacco cigarette, sold to the dealers at \$6.50 per 1,000, and retailing at 10 cents per package of 10, with a free deal of 200 with each 1,000 order.


ADVANCES have been made in the brands of the Continental Tobacco Company, as follows:

Auto (light and dark), 3c; Autumn, 2c; Drummond Natural Leaf, 2c; Five Bros. plug, 2c; Gold Rope (both weights), 2c; Old Peach and Honey, 2c. On Happy Thought, Jolly Tar (all colors), Master Workmen (15 oz.), Newsboy (light and dark), Old Kentucky, Peace and Good Will 5's (plug chewing), Peace and Good

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.



Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG & Bro.
Importers of Havana and Sumatra
AND
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF TOBACCO
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

 **Young & Newman,** Importers of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. 



BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.
— THE TOBACCO WORLD —

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---HABANA, CUBA.
Cable: ROTISTA. NEPTUNO 170-174. Special Partner—GUMIEL S. NIO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C

Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NEW TOBACCO EXPECTED to be READY IN JUNE.

Three Thousand Bales Change Hands During the Week—Movements of Tobacco Men—What is Being Done By the Dealers and In the Factories.

HAVANA, April 25, 1904.

BUYERS COME AND GO.

Transactions during the past week reflect the operations in the Havana market only partially, as one American buyer states that he has purchased alone the number of bales reported this week as sold, but as the different vegas have not all been examined, naturally they do not constitute sales consummated, as possibly there might be some rejections later on. However, it is almost safe to say that the 2d Capaduras of the 1903 crop, which has had any quality to speak of, have now virtually disappeared from first hands, and what is left of the growth consists chiefly of 1st Capaduras. Partidos of the past crop have also been almost cleaned out from first hands. Of Vuelta Abajo there are some fillers of the 1902 variety to be had yet. Receipts from the country of the 1904 growth are increasing, and while the weather is not favorable enough to work the escojidas upon a large scale all over the country, enough are going already to supply the Havana market. Remedios alone is backward still, although some piling up has been done in several localities, where enough rain fell to create the necessary blandura. Some sections still complain of drought. The farmers are asking prices which no prudent buyer can afford to pay, thus restricting operations for a time.

Intending buyers for factory vegas may count upon having some quantities of new Vuelta Abajo and Partido tobaccos to select from in June, while by coming earlier they will not have enough choice, and may find some tobacco sweating too much in the bales. As the light and temprano part of the crop is usually packed first, and it looks as if the proportion may not turn out large this year, the chances are in favor of a good and early demand for this class of goods. The heavier filler part will need a longer time to cure, and apparently being abundant, there may be no hurry in securing same until next fall. Sales amounted to 3,000 bales in all, or 1,600 of Vuelta Abajo and 1,400 of Remedios. The United States took 2,200 bales and domestic factories took the remaining 800.

Arrivals:—Mortimer Regensberg and B. Regensberg, of E. Regensberg & Sons, New York; Frank Dominguez, of E. A. Calves & Co., Philadelphia; A. Santaella, of Santaella & Co., Tampa.

Departures:—Charles Vogt, Jr., Antero Prieto y Gonzalez, and E. T. Ware, for New York, and Robert Middlemas, for London, England.

HAVANA CIGAR MANUFACTURERS are working quietly but steadily, in conformity with the season. Exports by the steamship Morro Castle were a trifle over 3,000,000 cigars, not a bad showing when it is the duldest period of the year. The independent manufacturers are confidently looking forward to a fair season for their brands, which ought to sell upon their merits. Nothing further has transpired in regard to the rumored change of policy in the Havana Tobacco Co., although the departure of E. T. Ware for New York, by the Morro Castle, appears to lend credit to the on dit that Don Gustavo Bock has been appointed the sole manager of the company. One of the largest export commission houses denies having been approached so far by the latter, and in view of the vacillating policy it does not appear as very likely that the commission merchants would transfer their present allegiance from the independent manufacturers to the trust again.

H. Upmann & Co. are pegging away at their Calabazar branch factory, filling their large orders on hand as quickly as possible, while it seems the cigarmakers at their Havana factory are beginning to realize that they were wrong in their demands, and it is stated that they are trying to find the way to return to work again upon the old basis.

Behrens & Co., of "Sol" fame, have made some sample cigars of new wrappers, and while they took fairly well, Don Carlos Behrens is not yet satisfied, and intends to make further trials before he will submit the new product to their customers.

Rabell, Costa, Vales & Co. are working steadily in their "Ramon Allones" fac-

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPER'S OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I. HAVANA, CUBA

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Ferosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171-73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants

SHIPPER'S OF
LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX HAVANA
Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donaltes," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176, HAVANA, CUBA.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123, Habana
Cable: ONILEVA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41, Havana, Cuba.
Cable Address: "Cuetara."

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

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Leaf Tobacco
131 Water St. NEW YORK

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Manufacturers of
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Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

tory, being in receipt of good orders from the United States.

Enrique Dorado & Co., of "El Rico Habano," have no reason to complain, as the United States and Canada supply them with sufficient orders.

Remigio y Hno. are in receipt of some cables from their old friends who want to try "La Mas Ferosa" and "Magnetica de Cuba," knowing the handwork of Don Remigio from former times.

Buying, Selling, and Other Notes of Interest.

Max Stern, of Lewis Sylvester & Co., has just returned from his trip to the Vuelta Arriba. He has not found any old tobacco in the country, and his opinion of the new crop is the same as previously expressed by your correspondent—that the 1904 growth may not be fit to be worked by the manufacturers until the fall of 1905, owing to the heavy quality this year. He is reported to have purchased nearly 3,000 bales of Remedios and Vuelta Abajo, which are, however, not all registered yet.

Rabell, Costa & Co. were some of the heaviest sellers this week, disposing of 500 bales of Vuelta Abajo to Northern and local manufacturers.

Chas. Vogt, Jr., has been looking after his escojidas this year and incidentally secured 500 to 600 bales of different kinds of leaf for the immediate needs of his customers.

Sobrinos de V. Diaz sold 250 bales of Vuelta Abajo and Remedios. Jose Menendez has gone to the "Caimito" and "La Salud" to inspect his escojidas.

Frank Dominguez has not hesitated in laying in 450 bales of Vuelta Abajo and Remedios, as he thinks his friends will need them before they can use the new crop.

Loeb-Nunez Havana Co. shipped 368 bales of Remedios and Vuelta Abajo to their Northern customers.

Sobrinos de A. Gonzalez disposed of 200 bales of Vuelta Abajo and Remedios to city manufacturers and to buyers from the North.

Rufino Cano has just returned from an extensive trip to the Vuelta Abajo and Partido, buying sufficiently of the leaf in bundles from the best sections to open up his escojidas in San Antonio de los Banos and in Ovas, Vuelta Abajo.

Suarez Hnos. closed out 150 bales of Remedios from their stock.

Antonio Suarez reports no sales, but is working again with full forces in his escojida in this city, and his brother, Angel, attends to his packing in the Vuelta Abajo.

Rodriguez Bautista & Co. sold 150 bales of Vuelta Abajo. Muniz Hnos. & Co. are making extensive purchases in the Vuelta Abajo.

Jose F. Rocha turned over 100 bales of Vuelta Abajo to a local factory.

Mendelsohn, Bornemann & Co. are hard at work stripping tobacco for their customers.

G. Salomon y Hnos. disposed of 100 bales of Vuelta Abajo.

A. Pazos & Co., according to Don Andres Santalla, are now packing one of the finest vegas of San Luis in their Pinar del Rio escojida. They are not rushing things but are only looking for the cream of this year's crop.

Aixala & Co. have received already 100 bales of their Artemisa escojida, and start their San Antonio de los Banos packing today.

H. Upmann & Co. shipped 200,000 cigars the past week.

Fernando Fernandez y Hno. is one of the oldest houses in the tobacco trade, having been established in 1858, and having been located since 1860 at 176 Industria street. Don Fernando lives retired in Spain, while Don Baldomero still continues at the head of the firm. Every buyer that has come to Havana for some time knows this firm, as it handles only the very finest vegas of Vuelta Abajo, Semi Vuelta and Partido. This year they had some tobacco grown upon one of their Tumbadero farms under cheese cloth, which has turned out splendidly. They will start their escojidas in Guira de Melena and Candelaria, the former today and the latter some weeks later. This house handles no Remedios tobacco, and sold out the holdings of the last crop very early in the season, although having many consignments from vegueros it was kept busy in attending to them.

Luis Marx has some of the most ideal tobacco in his escojida at Zanja street your correspondent has ever seen. The leaves are perfectly sound, thoroughly even colored in the lightest possible shade, and of a silky character, with a snow white ash in burning. If science can improve the culture of tobacco while growing, cutting, and handling it in the pile, then Don Luis Marx has solved the problem. He registers the heat of his piles by thermometers placed partly inside, so when 110° are registered he changes the middle part to the top and bottom, thereby letting the fermentation process reach every leaf uniformly. As soon as the thermometer indicates that the sweating has ceased, he begins his packing. The tobacco in the bales undergoes no second fermentation as by the old method, and it is at once ready for use by the manufacturers.

Receipts of Tobacco from the Country.

	Week Ending	Since
	Apr. 23,	Jan. 1,
	Bales	Bales
Vuelta Abajo	1,078	6,106
Semi Vuelta	2	230
Partido	783	4,501
Matanzas	—	112
S. Clara & Remedios	173	5,281
Santiago de Cuba	—	242
Total	2,036	16,472

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125, HAVANA, CUBA.
Cable:—ZALIDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS.
Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HAVANA.
Cable:—REFORM.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

La Adelpia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



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119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

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LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

Importers

Cable Address

Sumatra Tobacco

"HIRE."

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK

**UNITED CIGAR
Manufacturers**

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.

Dealers in Leaf Tobacco
Lancaster, Pa.

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Frank Ruscher

Fred Schnabel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

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BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High. 84-85 South St., New York

First-Class Free Storage Warehouses:

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Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.,
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

THE TOBACCO WORLD

9

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The Convention.

ANOTHER year's activities and usefulness of
the National Cigar Leaf Association of the
United States has been closed and duly recorded.
As the inner workings of the Association were
unfolded enthusiasm rose, and not the slightest
apathy has been shown.

In the meeting this year there were many
who had something to say, and they said it un-
hesitatingly, much to the credit and benefit of the
organization. In short, it was an excellent gather-
ing of good, live business men. No dissensions
—no prolonged discussions of trivial matters; and
all matters were disposed of with as much prompt-
ness as was consistent with careful thought and
proper discrimination.

Every action of the officers during the past
year was carefully gone over and commented on,
and the only special feature, or rather new de-
parture, was the formation of a Ways and Means
Committee.

No radical measures were attempted, or even
intimated. Important legislative matters were
taken up and freely ventilated, resulting in the
adoption of resolutions for the purpose of improv-
ing, so far as possible, existing conditions. By a
unanimous vote the association goes on record as
favoring the passage of an anti-coupon law.

The above is but a brief reference to some of
the numerous matters brought before the meeting,
complete details of which will be found in a special
report of the proceedings, which are given in full
elsewhere in this issue.

The decision to hold next year's convention
at Lancaster, Pa., was undoubtedly a wise move.
Lancaster is the most important leaf centre of this
state, and is one of the most important in the east.
The holding of the next annual convention there
should be a material help in stimulating the local
organization of that city.

THE NEWS OF THE STATE.
LANCASTER.

The market in old goods has been quiet, but
packers are busy with the new goods, and some
are having difficulty in getting sufficient help to
handle the leaf as fast as they would like to. There
is some disappointment that the 1901 goods are
not moving faster than they are.

The warehouse of A. K. Mann, at Millers-
ville, was entered by burglars recently, who
secured about \$10 in cash from the safe, which,
by the way, was not locked. Otherwise no dam-
age was done and no goods have been missed.

William DeHaven, a leaf dealer and packer,
of Lancaster, purchased the first excursion ticket
to the St. Louis Exposition from this city. He
will have charge of the tobacco exhibit at the ex-
position for the Lancaster county tobacco growers
and packers. The exhibit will be one of which
the county can feel proud.

W. J. Carlin, formerly of Fratz & Carlin, cigar
manufacturers, of Philadelphia, has associated
himself with John A. Kaufman, a cigar man on
West Chestnut street, this city.

M. Rosenthal and J. W. Breneman are in
Atlantic City this week, as representatives of the
Lancaster trade, at the Annual Convention of Leaf
Tobacco Dealers. Mr. I. H. Weaver is expecting
to join them later.

YORK.

A large shipment of cigars has been made
from this city to St. Louis for exhibition and sam-
ple purposes. The exhibit is being made under
the direction of J. Stanley Winget of this city who
is assisted by M. V. Minnich of York.

The internal revenue on cigars for the month
of April in this division of the Ninth District
amounted to about \$86,000. During the month
32 new factories were licensed.

R. M. Granat is expecting to visit Philadel-
phia this week to attend the leaf auction which is
to be held there on Wednesday.

READING.

Some slight improvement is noted by the cigar
box manufacturers, which is an indication of
greater activity among cigar manufacturers.

Stewart, Newburger & Co. have added some
additional cigar makers to their force, but several
other factories have been laying off some hands.

The N. & N. Cigar Co. is progressing favor-
ably, and their goods seem to be meeting with
favor in the local field.

Lengel & Ernst, on West Buttonwood street,
are also having an increased trade.

Louis Leopold, of John Leopold & Son, of
New York, is spending a few days in the trade
here this week.

The Fleck Cigar Co. reports rather encour-
agingly on business, which they say is expanding
satisfactorily.

It is intimated here that there may soon be
some changes in the local leaf trade, the exact
details of which are withheld for the present.

John M. Henzel on South 9th street is placing
a new brand on the market under the title of
"Baldwin."

M. Steppacher reports a steady trade on his
union line of cigars, and is having a nice business
down east.

Connecticut Tobacco Exhibit.

The exhibit of Connecticut tobacco for the
St. Louis exposition has been prepared under the
special commission consisting of Edmund Halli-
day of Suffield, H. W. Alford of Poquonock, and
Jas. S. Forbes of Burnside, in conjunction with
the farm products commission consisting of Charles
A. Thompson of Ellington, Seaman Meade of
Greenwich and Walter C. Patton, of North Haven.
There are 300 samples from 137 exhibitors from
all parts of the state, the largest showing being
from Hartford county.

There are 160 samples of Connecticut broad
leaf from 68 exhibitors, 100 samples of Connecti-
cut Havana seed from 62 exhibitors, 20 samples
of shade grown Sumatra from 5 exhibitors, 8
samples of sun grown Cuban from 1 exhibitor and
12 samples of shade grown Cuban from one
exhibitor.

Some of the samples of Connecticut broad
leaf are nearly four feet in length. There will also
be a display of cigars made from Connecticut
tobacco and photographs of Connecticut tobacco
culture. The appropriation was \$750, to which
was added a special appropriation of \$110.

New Houses for Milwaukee.

A. K. Hamilton has leased the store at 211
and 215 Grand avenue, to the B. J. Reynolds Co.,
wholesale tobacconists of Grand Rapids, Mich.
The company is establishing a chain of stores over
the country, of which the Milwaukee store will
form a part. Extensive improvements will be
made.

B. J. Reynolds of Grand Rapids, Mich., has
leased for five years the store in the Merrill block,
to be vacated on May 1 by Joseph Flanner. The
new lessee will occupy it as a cigar and tobacco
establishment, as a branch of the United States
Cigar company. Mr. Reynolds has also leased
the store at 126 Grand avenue for five years at
\$300 a year, through John E. De Wolf.

New Tobacco Company.

The Delaware Tobacco Company which was
recently chartered at Dover, Del., with a capital
stock of \$100,000 has leased the building at Nos.
105 and 107 East Third street, Wilmington, and
will establish a large tobacco warehouse there.
W. H. Berger, formerly of the Frings Bros. Co. is
one of the incorporators of the new concern.

New Store in Cleveland.

Joe H. Levy, one of the best known and pop-
ular cigar dealers in the city, and who has charge
of well known cigar stores in the Williamson
building for months, has opened a large and well
stocked cigar store of his own at 132 Euclid
avenue, under the firm name of Joe H. Levy &
Co. A wholesale and retail business will be done.

Navy Contract Awarded.

Secretary of the Navy Moody, on April 30,
awarded to the Larus Brothers Tobacco Company,
of Richmond, Va., the contract for furnishing the
United States Navy with 300,000 pounds of plug
tobacco at a cost of \$120,000.

SIXTH ANNUAL CONVENTION OF THE National Cigar Leaf Tobacco Association.

NEW OFFICERS ELECTED—MANY RESOLUTIONS ADOPTED.
THE PROCEEDINGS IN DETAIL.

Hotel Rudolph, Atlantic City, N. J., May 2, 1904.

Although a damp and penetrating atmosphere pervaded all outside, there were only pleasant and cheerful surroundings to greet the delegates of cigar leaf tobacco dealers who assembled at the Hotel Rudolph this morning and soon resolved themselves into the Sixth Annual Convention of the National Cigar Leaf Tobacco Association of the United States.

A large number of those present had arrived in this popular resort as early as Saturday last, and had spent the intervening time very pleasantly in sight-seeing and other forms of entertainment. Despite the unpleasant incidents which prevented the carrying out of the arrangements previously made, and which resulted in finally selecting Atlantic City as the most suitable place for this year's meeting, there was a very fair attendance, and certainly no lack of enthusiasm or harmony.

The meeting was called to order by Secretary Koenig, who read a telegram from Vice President Friedman, announcing his inability to attend, and Mr. Koenig also stated that President Rosenwald was likewise unable to be present.

Felix Eckerson, on behalf of the Committee on Arrangements, spoke a few fitting words of welcome to the delegates, and before proceeding with the regular business a committee was appointed to send messages of regret to the absent officers.

John R. Young, of Philadelphia, was chosen Chairman of the meeting, but owing to the fact that he was under the necessity of soon returning to Philadelphia, he position was admirably filled by Louis Newbough, of Cincinnati.

The reading of the minutes of the last meeting was dispensed with, and after a committee on credentials had been appointed, the Secretary was requested to proceed with the reading of the President's report, which was as follows:

THE ANNUAL REPORT.

Gentlemen of the Convention:

In reviewing the events of the past twelve months, it is impossible to escape the conviction that the National Leaf Tobacco Association has not achieved results commensurate with the opportunities presented to it. It is important to discover where the fault lies if we are to do better in the future. Your officers cannot, unsupported, do more than take the initiative; it lies with the members of the trade to support the plans of its selected leaders by earnest and enthusiastic cooperation if any increased measure of success is to be looked for. Had your officers received the active support they were justified in expecting from the enthusiasm exhibited at the last annual convention, I feel safe in saying that some of the points we strove for would have been enacted into laws, and that we could have looked back on the year with satisfaction for the victories gained, instead of with regret for the defeats met with.

Cuban Reciprocity.

The Cuban reciprocity treaty, after two years of unremitting effort on the part of the national administration, was ratified during the present session and went into force December 27, 1903. From the outset, this Association sought to secure important amendments to the treaty, or to bring about its defeat; and, while these objects were not accomplished, it is universally conceded that the energetic efforts put forth by this organization were potent in deferring action from one session to another, until, when the reciprocity arrangement went into force, trade conditions had become adjusted to the new order of things to such an extent that the disturbance created was reduced to a minimum. The fact should also be kept in mind that the opposition to the unamended treaty, which was continued by this Association up to the last moment, was especially effective in delaying action upon the joint resolution putting the treaty into force until so late a date that the domestic cigar trade was saved from a deluge of goods that would have been placed upon the market had the treaty become effective in time to permit the 20 per cent. reduction to apply to cigars designed for the holiday trade. This result

alone should somewhat compensate us for our efforts.

I trust I may be pardoned for calling to your attention the fact that, in summing up the situation regarding the reciprocity treaty in my last annual report, I predicted that "the tariff on Cuban products cannot be changed before the end of the present calendar year, a fact of much importance to our trade." The trade was thus assured of eight months of comparative tranquility, and it is an interesting fact that the treaty took effect within four days of the close of the period mentioned. It seems to me that this affords an excellent illustration of one of the most important functions of an association like ours, which, by disseminating accurate information with regard to conditions and prospects in our trade, may enable our members to meet without embarrassment, conditions which it is beyond the power of our limited resources to avoid.

When the special session convened last November by President Roosevelt for the consideration of the Cuban treaty, assembled in Washington, it at once became obvious that the entire influence of the Administration would be devoted to an effort to break down all opposition to the reciprocity convention, and, especially to the beet sugar industry, to abandon their fight against the treaty. The Congressional leaders sounded the keynote of their campaign early in the session when the declaration was made that the treaty must be ratified or rejected as a whole, and could not be amended. While this declaration was contrary to the best parliamentary precedents, yet with the machinery of both houses of Congress in their hands, the leaders were enabled to maintain this fiction to the end.

Immediately after the convention of Congress, a statement of the Association's position was forwarded to the Ways and Means Committee and to each member of the House by the Chairman of the Legislative Committee in the following form:

"Hon. Seno E. Payne, Chairman, Ways and Means Committee, Washington D. C.

"Dear Sir:—The proposed reduction

of twenty per cent. in the duties on leaf tobacco and cigars will deal a severe blow to our domestic industries, and will be of no advantage to the Cuban producer of tobacco. The sole beneficiary will be the American Tobacco Trust, which since the subject of reciprocity with Cuba began to be agitated two years ago, has secured control of 80 per cent. of the productive capacity of the Cuban cigar factories.

"At the present time approximately 200,000 cigars are manufactured in Cuba, while in this country more than 350,000,000 are made exclusively from imported Cuban leaf in thousands of independent factories. The proposed reduction of 20 per cent. in the duty on leaf tobacco will mean a reduction of \$1.85 in the cost of sufficient imported Havana tobacco to make a thousand cigars, while the same percentage of reduction will amount to a cut of \$12 per thousand in the duty on the trust made cigars imported from Cuba. This means an advantage to the Trust of more than \$10 per thousand as compared with the present conditions, and the result cannot fail to be disastrous to the cigar industry in this country if the treaty is put into force in its present form.

"If it should be suggested that the benefit bestowed on the American Tobacco Trust by the treaty may indirectly reach the operatives in the cigar factories of Cuba, it should be said that this is extremely unlikely; but even if it were probable, such benefit could be secured only at an expense to our own people that Congress should certainly hesitate to impose. There are 15,000 cigarmakers in Havana whose wages might possibly be increased by the proposed reduction in duty, but there are more than 15,000 retailers of cigars in the cities of New York and Chicago alone whose removal from business, now one of the apparent plans of the Trust, will be materially hastened by the passage of such legislation.

"The injury that would be suffered by the clear Havana industry in the United States as the result of this treaty would be felt in all other branches of the cigar trade, and reduced wages, affecting the great army of nearly 100,000 cigarmakers, would be a necessary and inevitable outcome. It is a conservative estimate that at least 200,000 leaf dealers, cigar manufacturers, cigarmakers, tobacco manufacturers and their operatives, and retail dealers and their employees are vitally interested in this question; while, on the other hand, there appears to be only a question of sentiment unsupported by economic or genuinely philanthropic considerations.

"We desire to urge upon Congress the importance of preventing any reduction in the present duty on cigars and of adopting a uniform rate of duty on leaf tobacco, thus increasing the demand for the product of the Cuban grower, increasing its value, and abolishing the vexatious difficulties with which both the trade and the Government are confronted in the custom houses. If, as has been suggested, a way cannot be found to amend the treaty, and it must be accepted or rejected in its entirety, we respectfully submit that it should unhesitatingly be rejected as inimical to the interests of a great domestic industry, the importance of which immeasurably overshadowed all considerations that have been urged in favor of this convention."

The contest in the House over the joint resolution making the treaty effective was very bitter, and at one stage of the proceedings the opponents lacked but one or two votes of sufficient strength to prevent the adoption of the special order under which it was necessary to consider the resolution, in order to cut off amendments. If at this point a little additional pressure could have been brought to bear upon the situation, the result might have been different. The resolution was

passed by the House, and promptly taken up by the Foreign Relations Committee of the Senate. Here again we presented a strong appeal along the lines of our memorial addressed to the House of Representatives, but once more the fiction regarding the impossibility of amending the treaty was brought into service and, the Senators representing the beet sugar constituencies having been dragged into line, the joint resolution was put through under whip and spur.

In view of the apparent apathy of the clear Havana trade, and, I regret to say, the indifference of many of our own members, it is an open question whether the joint resolution making the treaty effective might have been defeated in the House at the crisis I have already referred to. Our officers early sought the cooperation of the clear Havana manufacturers, and tendered the use of all our facilities, including the services of our Washington representative, but, although a delegation was finally sent to Washington to file a protest against the treaty with the Ways and Means Committee, they did not arrive until the joint resolution had been favorably reported to the House and, therefore, beyond the committee's jurisdiction.

The manufacturers of Seed and Havana cigars made absolutely no effort to come to our assistance, and the tobacco growers, from whom so much was expected, did not make a move to help us.

The Reciprocity Treaty has been in effect for too short a time for any one to say accurately how much harm it may have done the trade, but it is interesting to note that the ten-cent imported cigar, whose advent we prophesied to the committee of both houses of Congress, in our protest, has become an accomplished fact; how far it is responsible for the present stagnation in the demand for high grade domestic cigars can be told better at the expiration of another twelve months.

The Anti-Coupon Bill.

The extraordinary action recently taken by the Ways and Means Committee of the House of Representatives upon the Otjen-Tawney anti coupon bill is doubtless fresh in your minds. Certainly at no time in recent years has this committee so completely stultified itself as in the case of this important measure, which in the last Congress was favorably reported with but a single negative vote, that of Representative Grosvenor, and which passed the House with but nine negative votes, but was rejected by the Committee on March 30 last by a vote of 8 to 4.

To appreciate the complete change of front on the part of certain members of this committee, and the influences which have been opposed to us in this campaign, a brief resume of our winter's work upon this measure will be instructive and may serve as a guide to the many thousand members of the allied tobacco trades throughout the country when called upon to express their preference in the primaries and at the polls in the coming congressional elections. This association does not meddle in politics, but it does not fail to appreciate the cooperation and unselfish endeavors of those public men who are mindful of the interests of our trade, and it is equally sensitive to the indifference, heedlessness, open antagonism and deception of those who, while pretending to have a care for our interests, betray them without compunction. We regret that these remarks must apply equally to both of the great parties as represented by the acts of their leaders in Congress.

The Otjen-Tawney anti-coupon bill was introduced on the opening day of the special session summoned by President Roosevelt on November 9 last, and so prompt was Representative Tawney in bringing it to the attention of the House that of several thousand bills presented on that day this measure ranked sixth on

the bill schedule. It was at once referred to the Ways and Means Committee and was subsequently assigned to the sub-committee on Internal Revenue, of which Representative Dalzell of Pennsylvania was chairman, and of which Representatives Tawney, of Minnesota, Metcalf, of California, Hill, of Connecticut, Boutell, of Illinois, Cooper, of Texas, and Clark, of Missouri, were members.

Extended hearings were had upon this bill and its importance to all branches of the tobacco trade was fully set forth. The position of this association was clearly stated to the committee in the following communication from the chairman of our Legislative Committee:

"The National Cigar Leaf Tobacco Association.

New York, Dec. 14, 1903.

"Dear Sir:—

The National Cigar Leaf Tobacco Association, which is composed of a large number of importers of foreign tobacco and packers and distributors of domestic leaf, including substantially the entire trade throughout the country, desires to record its earnest wish that the so-called Otjen-Tawney anti-coupon bill may pass at the earliest practical moment.

"The members of this association have keenly realized the demoralizing influences upon the tobacco trade, and especially upon that branch engaged in the manufacture of cigars, caused by the gift enterprise schemes that have come into existence since the repeal of section 10 of the Dingley Act. When that section was repealed this association urged the Commissioner of Internal Revenue to make a ruling, which we believe he had the legal right to make, that cigars, not being mentioned in section 10, were therefore not embraced within the scope of the repealing act, and that manufacturers thereof would not be entitled to use coupon schemes in marketing their products.

"The Commissioner, after giving due consideration to our representations, decided that it was the evident purpose of Congress in repealing section 10 to permit coupons to be placed in all statutory packages of cigars, cigarettes, manufactured tobacco, etc., and therefore he did not feel justified in complying with our request. We therefore took the matter up with Congress as promptly as possible, and in February last filed with the Ways and Means Committee our hearty endorsement of the anti-coupon bill.

"This endorsement we now desire to renew, and to add that the developments of the past year have only served to strengthen our conviction that the trade practices which have grown up under the present law, but which would be prohibited by the anti-coupon bill, are thoroughly demoralizing and cannot too soon be completely eradicated.

"Very respectfully,

Chas. Fox, Chairman, Legislative Com., National Cigar Leaf Tob. Assoc'n.
Hon. John Dalzell, Chairman, Sub Com. on Int. Rev., Washington, D. C."

Upon the close of the hearings in the sub-committee the bill was taken up for consideration, and the question having arisen as to whether Congress had the constitutional right to prohibit firms or individuals from buying tags, labels or coupons which might have been packed in statutory packages of tobacco, snuff, cigars or cigarettes, Mr. Tawney, with the assistance of Mr. Dalzell, drafted an amendment transferring the prohibition of the law from the individual or firm to the statutory package, the text of this feature of the bill being amended to read as follows:

"Nor shall any packages of smoking or chewing tobacco, snuff, cigars or cigarettes prescribed by law be permitted to have packed in or attached to, or connected with them or their contents, any article or thing whatsoever which shall be redeemable directly or indirectly by the manufacturer or by any other person,

firm or corporation, either by way of purchase or in any other manner whatsoever, nor shall the package or any part thereof be so redeemable."

In deciding the now famous "Merry World" Tobacco Company case, the Supreme Court expressly declared: that Congress had complete control of the contents and the coverings of all statutory packages of tobacco in any form bearing the Government stamp. The amended bill, therefore, was more carefully drawn measure than the one which was reported to the Ways and Means Committee, and passed by the House in the last Congress.

Nevertheless, when the vote was taken in sub-committee, Messrs. Dalzell, who had aided in the drafting of the amendment referred to, and Cooper cast their ballots against it, thus reversing their position of a year ago. Four members of the sub-committee, however, voted for the bill and it was thus sent to the full committee with a favorable recommendation.

There was some unavoidable delay in securing action on the bill in full committee, owing to pressing Congressional engagements of Representative Tawney and other friends of the bill, but when the measure was finally brought to a vote on March 30 there was every reason to believe it would be favorably reported. The result of the ballot—the refusal of the committee by a vote of 8 to 4 to report the bill with a favorable recommendation—therefore came as most unwelcome surprise.

The vote in detail, which should have your careful scrutiny, was as follows:

Against: Messrs. Payne, N. Y., Dalzell, Pa., McCall, Mass., Babcock, Wis., Watson, Ind., Curtis, Kans., Robertson, La., Grosvenor, O.

For: Messrs. Tawney, Minn., Boutell, Ills., Swanson, Va., Clark, Mo.
Paired for bill: Hill, Ct. Paired against the bill: Cooper, Tex.

Not voting: Cockran, N. Y., Williams, Miss.

Absent, not paired: Metcalf, Cal.

Your attention is especially invited to the fact that Chairman Payne and Messrs. Dalzell and Babcock not only voted for this bill in the last Congress, but gave their support and encouragement to the movement for its passage. No reason has been put forward by these gentlemen to account for their change of front that is consistent in any degree with their position a year ago. The criticism of the original bill that it was of doubtful constitutionality would appear to have been fully met by the Tawney-Dalzell amendment, and the suggestion attributed to Mr. Dalzell that the bill was "class legislation" was certainly no more applicable to this measure on March 30 than when it was almost unanimously reported a year ago.

In some quarters the effort has been made to cause it to appear that the independent tobacco trade was divided on this measure, but the facts are so clear and so well known that it is a reflection upon the intelligence of the members of the Ways and Means Committee to suggest that they were induced to modify their attitude on that account. It appears that a handful of tobacco manufacturers who supported the original bill became discouraged at its failure in the last Congress, and undertook to follow the example of the trust in the pernicious practice of giving premiums with their goods. That these manufacturers form an insignificant minority of their own branch of the tobacco trade was made perfectly clear to the Ways and Means Committee, but even assuming that it was the desire of a large and influential contingent of the trade to prevent the passage of this salutary bill, will it be contended for a moment that any member of Congress could justify his vote in opposition to such a measure, demanded alike by every consideration of morality, decency and good administration, upon

the ground that certain manufacturers who had originally favored the bill were now opposed to it for the reason that they were engaged in the very practice against which this most desirable legislation was directed?

The history of the repeal of section 10 of the Dingley Act, which prohibited the packing of prize certificates in statutory packages was well known to the members of the Ways and Means Committee, and the fact that its repeal was secured by a subterfuge and upon the gross misrepresentation that it was "desired by the trade," when no one outside of the tobacco trust had ever even contemplated such a proposition, was ample notice to the Committee of the character of the influence at work to defeat the Otjen-Tawney bill. The knowledge of the methods by which section 10 was repealed exercised a strong influence upon the Committee a year ago, and it is not to be assumed that the incident was forgotten in a brief twelve months.

It should not be understood that the majority leaders of the Ways and Means Committee are wholly responsible for the defeat of the bill. One of the most amazing reversals of position or the measure was that of the minority leader, Representative John Sharp Williams, of Mississippi, whose action in voting for the bill a year ago, "solely because its defeat was desired by the trust," and in opposing a more carefully guarded measure on March 30 because of its suddenly discovered "unconstitutionality" has been very pertinently commented upon by the press, and especially by the U. S. Tobacco Journal.

Representative Bourke Cochran's appeal to the Committee on behalf of the Universal Tobacco Company, which he put forward in spite of the fact that as a stockholder in that Company he did not feel at liberty to vote upon the measure, has also been fittingly characterized.

With regard to the future, I am advised that Representative Tawney stands ready to reintroduce the pending bill, or a modified measure if that is decided to be more desirable, and again to urge it upon the attention of the Ways and Means Committee. I think you should instruct your Legislative Committee to take this matter up again as aggressively as possible, leaving it to their discretion to determine the character of the measure to be presented and the best method of urging its passage.

I should not be doing my whole duty if I refrained from calling your attention to the lack of support given your Legislative Committee and your Washington representative in connection with the campaign for the passage of the anti-coupon bill. Appeals for your aid in impressing Congress with the desirability of the passage of this bill were made in vain, and on one occasion when an urgent communication was addressed to our membership of over 300 but 15 replies were received. It would be ungracious, however, not to acknowledge the very energetic and well directed efforts of Vice President Friedman, whose prompt and effective responses to calls for aid have been very highly appreciated by your officers and your Washington representatives. It should also be said that the Legislative Committee failed to receive the assistance which they expected from the clear Havana manufacturers, who appeared to lose interest in the movement as soon as the Cuban reciprocity treaty was disposed of. Voluntary organizations like this having very limited financial resources can hope to succeed only through the hearty cooperation of their members, who should be ready at all times to assist with their influence those who have been selected to prepare and prosecute our legislative program.

Before leaving this subject I desire to lay before you a recital of an action taken by the Legislative Committee of the Leaf

Tobacco Board of Trade of the City of New York, acting under the advice of the Legislative Committee of the National Association.

Using the opening afforded them by the repeal of section 10 of the Dingley Act, the aggregation of corporations which are commonly described as the Tobacco Trust devised a plan for promoting the sale of its cigars, founded upon an apparently successful evasion of the anti lottery laws of the Government and the various States. Disregarding moral considerations and with absolute contempt for the spirit of the law, it seems that these corporations employ accomplished counsel for the purpose of finding loopholes in existing statutes so that they may further their business interests by means illegal in spirit and immoral in their tendencies, means not open to smaller concerns more sensitive to the good opinion of the community and more averse to the notoriety of frequent appearances in Courts of Justice.

It is such practices as these that cause the prejudice against large corporations, which is so much deprecated by their officers and supporters; and it is the proper function of an independent body to call the attention of public officials to such acts in the hope of arousing a sentiment that will result in the abandonment of such methods.

You are all of you familiar with the advertisement that appears in various papers, including the trade journals, inviting the public to "estimate" the number of cigars upon which the internal revenue tax would be paid in a given month, and offering various prizes to those most closely approximating the actual number. The Legislative Committee, believing that such "estimating contest" was in conflict with the laws of the State of New York forbidding lotteries, after consultation with the District Attorney brought suit to have the matter tested. On the advice of counsel, Mr. Samuel H. Guggenheimer, of the New York Bar, it was determined to proceed against the publishers of the advertisement, as too many complications surrounded an attempt to get at those really responsible. It was found that the U. S. Tobacco Journal was most available for the purpose of a test, as its able and aggressive editor, Ismar S. Ellison, proclaimed his sole ownership of that journal, and fearlessly avowed his responsibility for its contents. While it must be a source of regret to all of us that this admirable attitude on his part caused his selection as defendant in this case, it seemed paramount to the Committee that the most speedy action should be taken. Proceedings were therefore instituted against him and he was subjected to a technical arrest; I am glad that I can assure the trade that this matter was conducted with all the delicacy to which the high opinion and respect entertained by all of us for that gentleman entitle him.

Our contention that this advertisement constituted the publication of a lottery was defeated in a lower court; on appeal, the Appellate Division of the Supreme Court has just handed down a decision by a divided court of three to two, affirming the decision of the lower court in favor of Mr. Ellison. The minority of the court took the view that the scheme advertised was a lottery, being an attempted evasion of the Lottery Statute. The prevailing opinion stated that the gift enterprise advertised did not constitute a lottery within the penal statutes of the State of New York and characterized the question involved "as one of great public interest and importance;" it also delivered itself of the following significant sentences:

"It may be well for the legislature to prohibit such forms of competition by declaring enterprises of this character to be unlawful, but it is evident that these methods resorted to in recent years by merchants and traders engaged in ruinous

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

J. & E. Cranz, Importers of New York Amsterdam. Sumatra Tobacco, 144 Maiden Lane. Dusseldorf.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncap	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Aguilón de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

44 SCHOENER.

CABLE ADDRESS "TACHUELA"



IMPORTERS & PACKERS OF

169 WATER STREET, NEW YORK.

J. BERNHEIM & SON
HABANA TOBACCO

138 MAIDEN LANE.

NEW YORK.

Almacenes de San Jose, HABANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HABANA TOBACCO

New York Office:
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.

Havana Office:
AMISTAD 95,
HAVANA.

Established 1840.

Cable "Nargh."

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

125 Maiden Lane,
NEW YORK

RESCIND H. SMITH
HINS DALE SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCOS,

No. 175 Water Street,

Jos. F. Cullman.

NEW YORK.

JOS. S. GANS

MOSIS J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers &

Packers of

Leaf Tobacco

Telephone—346 John.

No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

Telephone, 4027 John.

No. 163 Water Street,
NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HABANA

and Packers of LEAF TOBACCO

197 Water Street, New York

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

13

competition were not foreseen in the early days when lotteries were prohibited, and, therefore, their prohibition is not within the purview of the lottery statute. A penal statute should be so drafted that an honest business man may know whether or not he is offending against it."

The case now goes to the Court of Appeals.

An effort is now being made by the Post Office Department at Washington to secure the enactment of a law that will put an end to contests of the character described. It is proposed to amend section 3894 Revised Statutes so as to read as follows:

"Sec. 3894. That no letter, postal card, or circular concerning any lottery, so-called gift concert, or other similar enterprise offering prizes dependent upon lot or chance, or concerning any competition or contents involving the award of prizes based upon the relative accuracy of guesses or estimates, or concerning any scheme or device for betting, wagering, or making pools upon horse races or other similar contests, or concerning any scheme (schemes) devised for the purpose of obtaining money or property under false or fraudulent pretenses, representations, or promises, and no list of the drawings at any lottery or similar scheme, and no lottery ticket or part thereof, and no check, draft, bill, money, postal note, or money order for 'the purchase of any ticket, tickets or part thereof, or of any share or any chance in any such lottery or gift enterprise, and no list of the prizes awarded or distributed as the result or consequence of any such contents or competition shall be carried in the mail or delivered at or through any post office or branch thereof, or any letter carrier; nor shall any newspaper, circular, pamphlet, or publication of any kind containing any advertisement of any lottery or gift enterprise of any kind offering prizes dependent upon lot or chance, or containing any list of prizes awarded at the drawing of any such lottery or gift enterprise, whether said list is of any part or of all of the drawing, or containing any advertisement concerning any competition or contest involving the award of prizes based upon the relative accuracy of guesses or estimates, or concerning any scheme or device for betting, wagering, or making pools upon horse races or other similar contests, or containing the advertisement of any scheme devised for the purpose of obtaining money or property under false or fraudulent pretenses, representations, or promises, be carried in the mail or delivered by any postmaster or letter carrier. Any person who shall knowingly deposit or cause to be deposited, or who shall knowingly send or cause to be sent anything to be conveyed or delivered by mail in violation of this section, or who shall knowingly cause to be delivered by mail anything herein forbidden to be carried by mail, shall be deemed guilty of a misdemeanor, and on conviction shall be punished by a fine of not more than five hundred dollars or by imprisonment for not more than one year, or by both such fine and imprisonment, for each offense. Any person violating any of the provisions of this section may be proceeded against by information or indictment and tried and punished, either in the district at which the unlawful publication was mailed or to which it is carried by mail for delivery according to the direction thereon, or at which it is caused to be delivered by mail to the person to whom it is addressed."

"I do this with a full appreciation of the vicious and dangerous tendencies of the present scheme to which you with reason referred, and if this scheme should be used to an extent that would make it a public evil, I should not hesitate to advise such amendment to the law as would bring similar schemes within the letter of the prohibitory statutes."

"Attorney-General Knox in his opinion says:

"As penal statutes must be construed strictly, I am unable to reach the conclusion that the giving of prizes as a reward for superior intelligence in estimates, when the human intellect is exercised in making such estimates, is within the purview of the statute; and this conclusion cannot be affected by the demoralizing tendencies of such contests to which you refer. This department can only execute laws. It cannot make them, and the remedy, if any be required by the public interests, must rest with the legislative department of the Government."

"The guessing or e-timate contests as adopted today are equally as pernicious as plain lotteries. They appeal to the gambling spirit of the people equally as much. They are used as a subterfuge to avoid the effects of the present lottery statutes."

In addition to the modification of section 3894 above described, the department's bill provides administrative measures for the enforcement of the proposed law. It is needless to say that the passage of this bill would have a most wholesome effect, not only upon the tobacco trade, but upon many other lines of industry now being demoralized by the introduction of methods which are merely technical evasions of the laws intended to prohibit lotteries and other forms of petty gambling. Our Legislative Committee has already placed the Association on record in favor of the passage of this bill.

Investigation of the Tobacco Trust.

An important recent incident which should receive the careful consideration of this association is the introduction in Congress by Representative Tawney, of Minnesota of a resolution directing the Secretary of Commerce and Labor to investigate certain business practices of the Tobacco Trust, and to determine whether such practices constitute a conspiracy in restraint of trade and commerce as defined by the anti-trust laws. The text of Mr. Tawney's resolution is as follows:

"Whereas it is charged that a large class of wholesale dealers in chewing and smoking tobacco in the New England States, comprising practically all the wholesale tobacco dealers in that section of the country, have suddenly and without notice or warning thrown out and discontinued the purchase and sale of all chewing and smoking tobacco not manufactured and sold by certain large corporations: Therefore, be it

"Resolved, That the Secretary of Commerce and Labor be, and he is hereby, directed to inquire into and investigate the cause or causes for the refusal of such wholesale dealers in chewing and smoking tobacco to continue the purchase and sale of chewing and

smoking tobacco of all kinds, except that manufactured by the corporations afore said; and also to investigate whether or not these conditions, if they exist have resulted, in whole or in part, from any contract or combination in the form of a trust, monopoly, or otherwise, or constitute a conspiracy in restraint of trade and commerce among the several states and territories or with foreign countries as defined by law."

While this resolution is directed more particularly to the methods employed by the tobacco trust for the purpose of excluding independent brands of smoking and chewing tobaccos from New England, similar practices have been employed with respect to the sale of cigars, and it would seem to be the duty of this association to do everything in its power to bring about the adoption of this resolution and to cooperate in every way in the proposed investigation. With the almost limitless resources of this great corporation, the independent manufacturer is obliged to rely upon publicity to prevent aggressions which can not be withstood by firms and individuals possessing only moderate means. It is therefore a proper and necessary function of such organizations as ours to assist in every legitimate way in this movement to shed light upon the trust's operations.

In this connection, I would call your attention to the form of the above resolution and also to the text of statute under which this and other investigations may be prosecuted. The resolution is so drawn as to require the approval of the House of Representatives only, and will not have to be passed upon by the Senate, as the law creating the department of Commerce and Labor provides specifically that investigations may be made into the operations of corporations doing interstate business, upon the request of either house of Congress. The provisions referred to of the act creating the new department are as follows:

"The said Commissioner of Corporations shall have power and authority to make, under the direction and control of the Secretary of Commerce and Labor, diligent investigation into the organization, conduct, and management of the business of any corporation, joint stock company or corporate combination engaged in commerce among the several states and with foreign nations excepting common carriers subject to 'An Act to regulate commerce,' approved Feb. 4, 1887, and to gather such information and data as will enable the President of the United States to make recommendations to Congress for legislation for the regulation of such commerce, and to report such data to the President from time to time as he shall require, and the information so obtained or as much thereof as the President may direct shall be made public."

"In order to accomplish the purpose declared in the foregoing part of this section, the said Commissioner shall have and exercise the same power and authority in respect to corporations, joint stock companies and combinations subject to the provisions hereof, as is conferred on the Interstate Commerce Commission in said 'Act to regulate commerce' and the amendments thereto in respect to common carriers so far as the same may be applicable, including the right to subpoena and compel the attendance and testimony of witnesses and the production of documentary evidence and to administer oaths. All the requirements, obligations, liabilities and immunities imposed or conferred by said 'Act to regulate commerce' and by 'An Act in relation to testimony before the Interstate Commerce Commission,' and so forth, approved February 11, 1893, supplemental to said 'Act to regulate commerce,' shall also apply to all persons who may be subpoenaed to testify as witnesses or to produce documentary evidence in pursuance of the authority conferred by this section."

"It shall also be the province and duty of said bureau, under the direction of the Secretary of Commerce and Labor, to gather, compile, publish and supply useful information concerning corporations doing business within the limits of the United States as shall engage in interstate commerce or in commerce between the United States and any foreign country, including corporations engaged in insurance, and to attend to such other duties as may be hereafter provided by law."

"The (the Secretary of Commerce and Labor) shall also from time to time make such special investigations and reports as he may be required to do by the President, or by either House of Congress, or which he himself may deem necessary and urgent."

Careful examination of this statute shows that it is the duty of the new Department to investigate allegations with regard to violations of the Anti-Trust laws, even without the direction of Congress, and it seems probable that this function of the new department may develop a strong bulwark for the protection of independent manufacturers in all lines of trade.

A very active part in this movement has been taken by the Independent Tobacco Manufacturers' Association, whose president is Mr. John Landstreet, and whose energy, enterprise and public spirit have been fully appreciated by the officers of your organization.

The Cigar Import Stamp.

The extraordinary discrimination in favor of the imported cigar, which results from the use of a large and conspicuous stamp by the customs authorities to denote the payment of duties, is too well known to you to require any discussion. You are also well aware that such stamp is not employed by the Government upon any other class of imported merchandise, and it is difficult to understand how the customs authorities were first induced to adopt such a device to the great detriment of domestic goods of equal value. From time to time there has been much agitation of the question of the abolition of this stamp, which has always been energetically advocated by this association. The movement took definite shape during the last session of Congress, when, at a conference between Chairman Payne, of the Ways and Means Committee, and a delegation of clear Havana manufacturers and one Washington representative, the Chairman stated fully that, in his opinion, the use of the import stamp worked a greater injury to the domestic cigar trade, and to the clear Havana branch in particular, than would result from almost any reduction that might be made in the duty on Havana cigars. Following this statement, Mr. Payne offered to present to his committee a bill providing for the abolition of the stamp, and this he was subsequently requested to do.

In furtherance of this project Mr. Payne called upon the officials of the Treasury Department to ascertain the character and scope of such legislation as might be necessary to authorize the abandonment of the import stamp or the use of a device of a less conspicuous character. After a careful examination of the statutes the Treasury officials advised Mr. Payne that no change in the law was necessary to bring about the abolition of the present stamp. The use of an import stamp of some kind was regarded as necessary to aid in the prevention of smuggling, but it was stated that a method could be devised for identifying duty-paid cigars without bestowing upon them what has been very appropriately described as an official patent of excellence. Under these circumstances, Mr. Payne decided not to undertake the legislation originally proposed, but to leave the matter in the hands of the Treasury Department for adjustment.

I am advised that the Treasury officials are now engaged in a very thorough investigation of all phases of this subject, with a view to substituting for the present import stamp a less conspicuous device that will place imported and domestic cigars on a fair basis for equality. The matter is one requiring very careful adjustment in view of the laws on the subject, but I am encouraged to believe that within a short time a satisfactory solution of the problem will be reached.

Dock Weights.

As stated in my last report, a vigorous attempt was made early in my term of office to secure legislation for the levying of tariff duties upon leaf tobacco on the basis of the weight thereof when withdrawn for consumption, rather than upon its dock weight.

The subject was one which early became complicated by the Cuban reciprocity question, which rendered it impossible to pass a measure making the desired change either in the last session of the Fifty-seventh Congress or during the first session of the Fifty-eighth Congress, just closed. During the recent session also the Congressional leaders, not to give consideration to any measure which, directly or indirectly, affected the tariff, precluded action upon

"I have the honor to transmit herewith for the consideration of the Committee on Post Offices and Post-Roads a copy of a proposed amendment to the act of September 19, 1890, relating to the suppression of lotteries and fraudulent schemes. The proposed amendment is framed to suppress two evils which have grown rapidly in recent years—first, the so-called 'guessing' or 'estimate' contests; and, second, the so-called 'turf investment' schemes."

the dock weight bill, the effect of which, it was claimed, would be to make a slight reduction in the tariff on leaf tobacco. It is fair to assume that, when Congress meets in December, some of the limitations and restrictions that have controlled the legislative program during the recent session will have been removed, and that the dock weight question can be brought forward for careful consideration.

In this connection I would call your attention to an opportunity which may present itself for the consideration of the dock weight bill as an amendment to an important measure which has already passed the House, namely, the so-called Payne customs administrative bill. This measure provides certain important modifications in paragraphs 7, 14 and 15 of the customs administrative act of June 10, 1896, the changes being in the nature of reforms that would be very acceptable to the tobacco trade. This measure is now before the Senate Committee on Finance and I am reliably informed that this committee proposes to make it the basis of a much more comprehensive bill, providing additional amendments to other features of the customs administrative laws. It is our purpose to request the Finance Committee to add the dock weight bill as an amendment to the Payne measure, to which it is perfectly germane. There is reason to believe that, if the Senate Committee is willing to accept this amendment, no difficulty will be found in securing favorable action by the Ways and Means Committee. It will be remembered that the committee of the Merchants' Association of New York appointed several years ago to prepare suggestions for the amendment of the customs administrative laws, strongly recommended the enactment of the dock weight bill as a part of the general revision of these important statutes. It is believed that the method suggested for bringing the measure before Congress is both practical and expeditious.

Bankruptcy Law.

During the past year the association has paid special attention to the subject of the national bankruptcy law and has co-operated actively with the leading credit organizations of the country in resisting the movement having for its object the repeal or emasculation of this most useful and beneficial statute. It is difficult to understand how business men in any section of the country would be willing to assist in bringing about the repeal of this law, but it is a surprising fact that during the recent session of Congress no less than half a score of bills were introduced by Senators and Representatives of more or less prominence providing either for striking the law from the statute books absolutely, or amending it in such important particulars as to render it of no further value to the business community.

Members of the association will remember that during the last Congress we applied to the Judiciary Committee of the two Houses to so amend the law as to prevent as far as possible manufacturers and others in contemplation of bankruptcy from disposing of their stocks of leaf tobacco, thus enabling their creditors in the leaf trade. The matter received careful attention at the hands of Congress and the law was greatly strengthened by the rewording of the provisions prescribing the requirements necessary to obtain a discharge. As the result of these amendments the practical operation of the law during the past year has been even more satisfactory than before, and your officers have therefore regarded it as essential to do everything in their power to prevent its repeal or material modification.

Powerful interests have taken part in the movement for repeal, however, including wealthy trust companies which formerly derived a large revenue from trusteeships under the State insolvency laws; wholesale houses which figure prominently in the necessary machinery for collecting claims in all the States to the manifest disadvantage of small competitors possessing no such facilities; and a few retail dealers in the South and West who have sought the repeal of the law on the ground that it was especially advantageous to the creditor class who enjoy it to oppress their debtors. None of the criticisms of the law by the representatives of these interests have carried weight with those familiar with its practical operation, and I am glad to be able to report that there is no disposition on the part of Congress to consider the measures providing for repeal or amendment.

At the same time the members of the association should keep their eyes on this movement and should be prepared to solicit aid of their Senators and

Representatives whenever called upon to do so in the interest of the retention of the statute in its entirety.

Legislation Forbidding Bulk Sales.

Directly related to the general subject of bankruptcy is a matter to which we have given special attention during the last winter, namely the enactment by Congress of a federal law which would be operative in the District of Columbia and the Territories, and which would be taken as a model by the Legislatures of those States which have not yet provided similar enactments. This bill is designed to prohibit the sale by merchants of their stocks of merchandise in bulk, and is calculated to be of special value to manufacturers who have occasionally made heavy losses as the result of fraudulent sales by debtors. The bill was introduced in the House early in the session, the text being as follows:

"Be it enacted, etc., That a sale of any portion of a stock of merchandise in the District of Columbia, otherwise than in the ordinary course of trade in the regular and usual presentation of the seller's business, or a sale of an entire stock of merchandise in gross, in the District of Columbia, will be presumed to be fraudulent and void as against the bona fide creditors of the seller, unless the seller and purchaser shall, at least five days before the sale, make a full detailed inventory showing the quantity, value, and condition of the goods, and so far as possible, with the exercise of reasonable diligence, the cost price to the seller, of each article to be included in the sale; and unless such purchaser shall, at least ten days before the sale, in good faith, make full, explicit inquiry of the seller as to the names and places of residence or places of business of each and all of the creditors of the seller and the amount owing each creditor; and unless the purchaser shall, at least five days before the sale, in good faith, notify or cause to be notified, personally or by registered mail, each of the seller's creditors, of whom the purchaser has knowledge, or of whom in the exercise of reasonable diligence acquire knowledge of said proposed sale, and of the said cost price of the merchandise to be sold, and of the price proposed to be paid therefor by the purchaser.

"The seller shall at least five days before such sale fully and truthfully answer, in writing, under oath, each and all of said inquiries.

"Sec. 2. That nothing contained in this Act shall apply to sales made by executors, administrators, receivers, or any public officer conducting a sale in his official capacity.

"Sec. 3. That except as expressly provided in this Act nothing therein contained, or any Act thereunder shall change or affect the present rules of evidence or the present presumptions of law."

This bill, it will be noted, is drawn on the lines of the present New York State law and the effect of its passage by Congress will be to harmonize the State law on this subject, as such federal enactments are usually taken as patterns for existing statutes. Local associations should lend their assistance to any movement in the various States designed to render these laws uniform. The measure passed the House with little opposition, and was favorably reported to the Senate a few days before the adjournment of the session. It will probably become a law next winter.

Measure for Relief of Tobacco Growers.

Conditions in the export tobacco districts of the country have become so oppressive upon the farmers engaged in growing this character of leaf tobacco, largely as the result of the methods of the larger tobacco companies in combination with the purchasing agents of foreign regimes, that a great variety of legislative remedies have been suggested from time to time, and a strong movement has gained headway during the past session designed to relieve the tobacco farmers of the restrictions placed upon their product by the internal revenue laws.

The condition of the growers in the dark tobacco districts has undoubtedly been such as to command the sympathy of the entire tobacco trade. Had it been possible to legislate solely with regard to export tobacco, this association would have felt called upon either to take any part in this movement or to object to any legislative enactment in the wisdom of Congress.

With a view to giving the tobacco grower a wider market for his product it was proposed in a number of measures introduced in the House of Representatives to permit him to dispose of his crop in any way that he might see fit, without the payment of tax of any kind. No less than eight separate bills were presented by members representing to-

bacco-growing districts of Virginia, Kentucky and Tennessee. Representative John Wesley Gaines, of the last-named State, being the active promoter of the movement, all of which measures proposed the repeal of the tax on certain forms of tobacco now included within the internal revenue category of manufactured goods. The majority of these measures proposed simply to allow the grower of leaf tobacco to stem, twist and sell his product without tax, and in these measures the cigar leaf trade naturally had no interest.

Several of these bills, however, went much further. One measure presented by Representative Trimble, of Kentucky, proposed to grant to the farmer the right to sell his tobacco free of tax, not only stemmed and twisted, but "in such other form as they may wish," which would unquestionably include making up the leaf into cigars. Even more specific was the measure presented by Representative C. C. Carter, of Kentucky, which proposed to permit the grower to stem and twist his product, "or manufacture it into any form desired." It is obvious that, although these bills were designed to have followed the passage of either of these bills in the form as introduced, their passage would have affected all cigar leaf grown in the United States, and the bills of Messrs. Trimble and Carter referred to would have become the law of the land, literally, excepting the present law that I violate no confidence in reporting to you that the Treasury Department ungrudgingly aided us in every way in its power in the efforts made during the tendency of the Cuban reciprocity treaty to secure the enactment of a uniform rate of duty.

Had the matter been left to the intelligent handling of such experts as Secretary Shaw, Assistant Secretary Armstrong and Chief of Customs Gerry, the trade would to-day enjoy the manifold advantages only to be obtained from the adoption of a uniform rate of duty. While the Treasury Department officials have found it impracticable to enforce the seizure of percentage bales, except where fraud on the part of the importer can be shown, the effect in this direction has, nevertheless, had a salutary effect in the detection of irregularities, which, if undiscovered, would have given unscrupulous parties important advantages over their more conscientious competitors. It is the duty of this association to approve any governmental policy that will elevate the standard of our trade, and our members should be ready at all times to place at the disposal of the Government such expert knowledge as they possess in the interest of the impartial execution of the laws and the general welfare of our industry. I would urge that the utmost care be exercised in the invoicing of leaf tobacco in order that controversies may be avoided, and that our tobacco importers as a class may continue to command the confidence of the officials of the Treasury Department with whom our organization now enjoys the most satisfactory relations.

"Every person whose business it is to manufacture tobacco or snuff for himself, or who employs others to manufacture tobacco or snuff, or who manufactures by cutting, pressing, grinding, crushing or rubbing of any raw leaf tobacco, or otherwise preparing raw leaf tobacco, or manufactured or partially manufactured leaf tobacco, or tobacco scraps, waste, clippings or waste, by sifting, twisting, screening or any other process, shall be regarded as a manufacturer of tobacco: Provided, That imported tobacco shall not be deemed to be manufactured or altered in any manner, shall not be subject to any internal revenue tax or charge of any kind whatsoever, and it shall be lawful for any person to buy and sell such imported tobacco in the leaf without payment of tax of any kind: Provided further, That any person who sells natural leaf tobacco to manufacturers of tobacco, snuff, or cigars shall be deemed and considered a dealer in leaf tobacco and become subject to all the provisions, rules and regulations of said Section 8 of Section 3244, United States Revised Statutes, as amended by Section 14, Act of March 1, 1879, and also as amended by the Act of March 3, 1883, and further, shall be subject to all the provisions of Section 3360, United States Revised Statutes, as amended by Section 14, Act of March 1, 1879, and of Sections 3359 and 3361, United States Revised Statutes: And provided, further, That farmers and growers of tobacco may sell leaf tobacco of their own growth and raising to manufacturers of tobacco, snuff, or cigars without being considered leaf dealers or manufacturers of tobacco, and shall not be subject to the sections of the law and amendments thereof above named."

The sole effect of this bill will be to permit farmers to sell unstemmed leaf tobacco in the "hand" through an authorized agent, which they are not now permitted to do; or personally, which they can do under the present law; and to allow parties buying of the farmer to sell directly to the consumer, providing the condition of the leaf tobacco sold has been in no way changed. It will be observed that all persons except the actual growers of leaf tobacco who

sell to manufacturers of tobacco, snuff or cigars are deemed dealers in leaf tobacco and are subject to all the provisions and regulations of the internal revenue laws. Under the circumstances, therefore, the cigar leaf trade is fully safeguarded against any possible injurious effect as a result of the passage of this measure, and may be said to have no further interest therein.

Invoicing of Havana Tobacco.

At our last annual convention we were advised by our Washington representative that the Secretary of the Treasury proposed an important innovation in the treatment of leaf tobacco in the custom house; that he would strictly enforce a requirement that all percentage bales of leaf tobacco should be invoiced to show the exact amount of wrapper and filler material respectively contained therein. During the year that has passed the Department has made an effort to carry this principle into effect, but naturally without success. Certain important results have followed this effort, however, and upon the whole the leaf trade will have very little fault to find with this movement.

The most significant result has been the complete demonstration of the illogical and impracticable character of the tobacco schedule of the present tariff law, and so deeply impressed have the Secretary of the Treasury and his assistants become with the impossibility of literally executing the present law that I violate no confidence in reporting to you that the Treasury Department ungrudgingly aided us in every way in its power in the efforts made during the tendency of the Cuban reciprocity treaty to secure the enactment of a uniform rate of duty. Had the matter been left to the intelligent handling of such experts as Secretary Shaw, Assistant Secretary Armstrong and Chief of Customs Gerry, the trade would to-day enjoy the manifold advantages only to be obtained from the adoption of a uniform rate of duty.

While the Treasury Department officials have found it impracticable to enforce the seizure of percentage bales, except where fraud on the part of the importer can be shown, the effect in this direction has, nevertheless, had a salutary effect in the detection of irregularities, which, if undiscovered, would have given unscrupulous parties important advantages over their more conscientious competitors. It is the duty of this association to approve any governmental policy that will elevate the standard of our trade, and our members should be ready at all times to place at the disposal of the Government such expert knowledge as they possess in the interest of the impartial execution of the laws and the general welfare of our industry. I would urge that the utmost care be exercised in the invoicing of leaf tobacco in order that controversies may be avoided, and that our tobacco importers as a class may continue to command the confidence of the officials of the Treasury Department with whom our organization now enjoys the most satisfactory relations.

Reorganization of Board of General Appraisers.

A reform, set on foot during the past year by the Treasury Department and worked out in detail by Assistant Secretary Armstrong, in charge of customs matters, has already produced excellent fruit and promises to be of increasing value in the future, namely, the reorganization of the board of General Appraisers which went into force just before the close of the calendar year 1903. Prior to that time it has been the practice, under the organization then in force, to assign boards of classification and appraisal to a great variety of classes of merchandise, with the result that these officials were given no opportunity to acquire an expert knowledge of any particular class of importations. Under the new system, the work is largely specialized, and General Appraisers are enabled to familiarize themselves with certain lines to such a degree that, not only are they able to afford the highest measure of protection to the revenue, but their decisions command such respect at the hands of the various trades that protests are reduced in number and the public business greatly expedited.

The excellent work of General Appraiser Israel F. Fischer, who has devoted time and attention to the classification of importations of leaf tobacco, is but a fair illustration of the results secured by the reorganization of the board and merits the unqualified approval of this Association.

Smuggling of Sumatra Tobacco.

The customs officials have been unusually active during the past year in their efforts to put a stop to the smuggling of Sumatra tobacco. The operations of the ring engaged in this illicit traffic have been fully set forth in the press of the country, and have also been chronicled the seizure made from time

to time. Nothing could be more demoralizing to a trade than smuggling operations carried on upon a large scale, especially in connection with a product upon which is imposed so high an ad valorem duty as is levied upon Sumatra leaf. Your officers have not only given the local customs officials at New York all possible aid in suppressing this traffic, but they have urged the Department at Washington to prosecute the good work with the utmost energy.

I recommend that you go on record as favoring the destruction by the Government of all tobacco or manufactures thereof, that may be seized for any reason whatsoever, instead of having such goods disposed of at public auction as at present. This will do more to stop smuggling than any other measure that can be devised.

Sumatra Drawback Regulations.

Through the vigilance of the Treasury authorities, dependent on the part of a large corporation to take advantage of a technicality in the drawback laws by which the Government would have lost a very large amount of revenue, was frustrated. It was proposed by this corporation to manufacture a product in the form of plug tobacco from the cuttings of Sumatra wrappers and to export the same with benefit of drawback of the full wrapper rate of duty; namely, \$1.85 per pound. Inasmuch as Sumatra clippings possess a value of about 6 cents per pound, the enormous profit that would result from such a transaction carried on upon a large scale may be easily calculated. The Treasury Department, after communicating with a number of prominent firms in the trade and representatives of this Association, reached the conclusion that plug tobacco from Sumatra clippings is not a commercially recognized article of manufacture, and, therefore, rejected the application for drawback regulations. The incident serves to emphasize the importance of organization on the part of independent branches of the tobacco trade, and it is significant that the Government, as well as the trade, is a beneficiary of such alliances.

Revision of Internal Revenue Regulations.

A very comprehensive revision of the internal revenue regulations was promulgated last June, to take effect July 1. The representations made by your officers, through your Washington representative, to the Commissioner of Internal Revenue and his assistants in connection with this revision were accorded very careful consideration, and the new code, when promulgated, was found to safeguard fully our interests without in any way imposing undue restrictions upon the operations of the leaf trade at large. In this connection I would say that the treatment accorded our officers and representatives by the present Commissioner of Internal Revenue has been most courteous and the highest consideration has been shown us on all occasions.

Philippine Tariff.

In my last annual report I recounted the efforts made in the second session of the Fifty-seventh Congress to inaugurate an absolute free trade between the Philippine Islands and the United States. As then pointed out, the Government officials who urged the innovation appeared to have been mindful alone of the advantages which it was claimed would accrue to the people of the Philippine Islands, and were doubtless much impressed by the urgent representations made by the Civil Governor of the Islands, who wished to provide a market for all the products of the archipelago under a free-trade basis.

Since our last annual convention, the Civil Governor of the Islands, Judge William H. Taft, has succeeded Mr. Elhu Root as Secretary of War, and has, therefore, become a more influential factor in this problem than when at the head of the Island Government. The Administration has labored very zealously to bring about the enactment of a law granting free entry to Philippine products, and only the determined opposition of our domestic tobacco interests and the beet sugar industry has prevented the complete success of this movement. Our Washington representative has co-operated heartily with the organization of beet sugar manufacturers, and the assistance which our association has rendered has been very generously recognized by the beet sugar contingent. Early in the recent session, Senator Lodge, of Massachusetts, the recognized representative in the Senate of the Administration, introduced a bill providing that "all articles, the growth or production of the Philippine Archipelago, shall hereafter be admitted free of duty, except sugar and tobacco, manufactured and unmanufactured, upon which there shall be

levied, collected and paid only 50 per cent of the rates of duty" provided by the Dingley tariff act. At the time this measure was presented in the Senate, Judge Taft was in the Philippines, but upon assuming the duties of Secretary of War he at once began to advocate a much more extreme measure, namely, absolute free trade in Philippine tobacco and sugar, and no opportunity has been lost to urge this proposition upon the legislators of both houses and of both political parties. Secretary Taft's policy in the matter was succinctly set forth by him early in the present year when, in reply to a memorial prepared by certain cigar makers' guilds in Manila, urging the uttermost possible restriction of the operations of the cigar industry in Manila would certainly follow. These dire predictions have not been verified, but in any event it is not apparent that the United States is under any obligation to supply a market for Philippine tobacco products—a market which these products have never at any time been afforded—or that, in view of the recent experience with regard to Cuban reciprocity, the depressed condition of the industry in the Philippines would have been relieved by the reduction or abolition of the duties on tobacco products imported from the archipelago.

The one salient fact which the cigar leaf trade in particular must keep constantly in mind is the complete absence of reliable data with regard to the revenue of the Philippines for the production of leaf tobacco, the cost of labor on the islands, permanent freight rates, or other information necessary to the determination of the question as to the effect of the proposed reduced tariff rates on the American tobacco industry. On the one hand, those who desire the prompt passage of a free-trade measure, insist that the Philippine leaf is of very inferior quality and can only be produced in relatively small quantities. On the other hand, however, we have the expert testimony of Clarence W. Dorsey, a distinguished soil physicist now serving in the Bureau of Agriculture of the Philippine Islands, who, in an official report prepared a few months ago, made the following suggestive statement:

"The author is of the opinion that the Philippine Islands can and should produce a cigar leaf of a quality not inferior to the finished product of the famous Vuelta Abajo district of Cuba and a cigar wrapper equal to Sumatra tobacco. With careful attention to soil and climatic conditions, it is believed districts can be found that will raise tobacco similar in flavor and aroma to that grown in the best districts of Turkey."

With these conflicting opinions before us, the association is certainly justified in continuing its opposition to any change in the present tariff rates on Philippine tobacco in any form. I am glad to be able to report that the representations that have been made by us, in co-operation with the agents of the beet sugar industry, have created a strong sentiment against any change in the tariff on Philippine goods, and in spite of the efforts made by the Administration, the leaders of the House of Representatives have refused to bring forward any tariff-reduction measure. It is only fair to state, however, that in preventing action on this subject we have profited to some extent by the general indisposition to disturb the tariff in advance of the coming elections. When the new session opens in December next it will be necessary for the members of this Association to co-operate heartily with its officers in the effort to prevent the complete success of the movement, which has thus far been so effectively opposed.

You can judge somewhat of the enormous amount of work devolving upon your officers when you note the number of subjects to which I have considered it necessary to refer. The more the matters of minor import to which no reference has been made in this report, and there are matters of very considerable importance, would be unwise to refer until they are further developed. It is manifestly impossible for any business man to give the amount of time necessary to conduct properly the affairs of this organization without the aid of an expert assistant well versed in the needs of our trade

and familiar with legislative processes, and I cannot too earnestly urge on you the importance of retaining the services of Mr. William L. Crouse, who is every year becoming more valuable to our organization. I have been singularly fortunate in the associate you have given me in the presidential office. You have been able to measure his ability and force of character in some degree by the manner in which he discharged the duties of presiding officer at your last annual convention, but only one who has been as familiar as I have with his ready zeal and tireless energy throughout two whole years can really appreciate the value to an organization such as ours of so forceful and able a personality as that of your Vice President, Mr. Joseph L. Friedman.

I have received most hearty co-operation in all my efforts from your Secretary, Mr. Koenig, and your Treasurer, Mr. Eckerson, and from the members of your Legislative Committee, but I regret to say that besides those I have mentioned the members of the organization have seen fit to maintain a passive attitude.

I regret that I cannot predict a quiet term for my successor. We have had no rest from legislation hostile to the tobacco interests of this country during the past two sessions of Congress, and the best information at my command compels me to advise you that it will be futile to expect peace from this quarter for several years to come.

Congress has made Porto Rican tobacco and cigars free, has reduced the duties on Cuban tobacco and cigars, and has restored the gift enterprise method of selling cigars, all these against our earnest protests. The question of Cuban reciprocity, the depressed condition of the industry in the Philippines would have been relieved by the reduction or abolition of the duties on tobacco products imported from the archipelago. There is every reason to believe that tariff revision will be taken up by the next Congress so matter which of the great political parties succeeds at the coming election. I realize, however, that it is to persevere in the face of continual defeat, but every consideration of business interest demands that this organization be strengthened by the more active support of its constituent members, so that the efforts of its officers may be properly followed up, and an opportunity of successful accomplishment be given those who are working unselfishly for your interest.

SIGMUND ROSENWALD, President.

The report was received with much applause and ordered spread in full upon the minutes of the meeting.

The Delegates.

The Credential Committee reported the following delegates present.

New York.

A. Bijur
Chas. Fox
F. Craz
Jos. Cullman
E. A. Kraussman
F. Lange
Benno Neuberger
A. Pazos
Sam Seymour

Philadelphia.

L. G. Haeussermann
M. Rosenberg
H. C. Vetterlein
John R. Young

Cincinnati.

M. Eisenberg
S. Major Neibourgh

Chicago.

Wm. Taussig

Boston.

S. L. Hirsch

Cleveland.

Sig. Schlessinger

Dayton.

Stanley M. Krohn

Lancaster.

M. Rosenthal

I. H. Weaver

In addition to the above named delegates there was also present Louis Newburgh, of Cincinnati, who was a member of several committees, but Messrs. Frank Lancaster, of Elkhira, and L. B. Hale of Hartford, who had been elected delegates, did not arrive.

The treasurer's report was called for, and after it had been read it was accepted, and ordered placed upon the table. The report of the Committee on Finance was deferred.

Mr. Fox, on behalf of the Legislative Committee, whose report was called for, stated that for the purpose of facilitating the work of the convention the report of the Legislative Committee had been embodied in the annual report of the president, and that there was nothing further to offer at this time.

No special report was made by the Committee on Trade Representatives or the Conference Committee. The report of the Committee on Credentials was called for, and in the absence of Chairman Mendelssohn, of that committee, a communication from him was read by the Secretary.

Mr. Mendelssohn's Views.

He stated that, having been under the impression that the convention would meet on May 4, the day originally set for it, until informed last week (by a representative of "The Tobacco World") that it would take place on the 2d, he then had not sufficient time to confer with his colleagues on that committee. He further stated, however, that so far as he was able to ascertain, a credit exchange bureau, such as had been proposed, did not seem practicable, and that among other organizations the venture had been found exceedingly costly, so much so as to make the idea almost prohibitory. He also made the following suggestions:

"What appears to me at the present time as the most feasible method to obtain a correct statement from debtors—a statement which by its form would impress its seriousness upon the party signing the same—is a form gotten up by our association and to which only members of our association would be entitled to see; such statement to carry in bold type the notice that it is an official form from the National Cigar Leaf Tobacco Association, authorized in convention, giving date of its adoption, etc. The moral effect which such an authorized form of our association would have upon the signer must really be apparent to you. Such a statement should be signed in duplicate, and such duplicate should be filed with either a committee appointed by your organization for the purpose, or with its president, who in their or his discretion should notify the members who have filed such statements, if a material discrepancy should be found therein."

It was then decided to be well to proceed with the election of officers, so as to be able to devote the time of any later sessions to other matters and save interruptions, and this decision was unanimously agreed to.

The Nomination of Officers.

When the nomination of officers for the ensuing year was declared to be in order, Benno Neuberger arose, and having secured the recognition of the chairman, nominated Joseph L. Friedman, of Chicago, for the presidency. In his remarks he spoke in part as follows:

"There has devolved upon me the pleasure of bringing before this convention the name of a gentleman for the presidency of the National Cigar Leaf Tobacco Association of the United States for the coming year. I am fully aware that the members of the New York delegation could have put forward a gentleman who could have addressed you with some eloquence, but, I assume, I was selected because the gentleman whom I shall name needs very little recommendation on the part of those who know the man, and further, because it was thought I would take up as little of the convention's time as possible in saying what I shall have to say."

"In doing so I wish to mention that he is pre-eminently qualified and fit for the office. He has rendered to this association faithful, unswerving loyalty since the beginning of the organization. He has given diligent, efficient, intelligent and valuable services as a private secretary, and as vice president, without disparagement of the possible claim of any other gentleman. I believe that he is the most deserving person elected, and will bring to the discharge of his duties the same high order of executive ability which has characterized all those who have so ably and faithfully helped him in his office before him."

"He has youth, he is vigorous, and he has love for the work of the association, and you know that unless we have love for the work in which we may be engaged we cannot succeed. Sometimes we are compelled to do our duty; at

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
— THE TOBACCO WORLD —

times we love to do it, and I verily believe the gentleman I have in view would love to fulfill the duties of the president of the National Leaf Tobacco Association.

"You all know him; you have heard his voice on many occasions, and I am not going to say any more about him now, but I nominate, and, when the time comes, ask you to elect to the presidency of the National Leaf Tobacco Association Mr. Joseph L. Friedman."

Mr. Taussig, of Chicago, claimed the honor of seconding the nomination, and the motion was subsequently made by Mr. Cullman (New York) to elect the nominee by acclamation, which was carried (with cheers).

A. Bijur (New York) nominated Moses Krohn, of Cincinnati, as vice president, which was promptly seconded, and the election made by acclamation.

Mr. Bijur also presented the name of John S. Brown for secretary, and he was elected by acclamation.

F. Cruz suggested the re-election of Felix Eckerson as treasurer, which was met with applause, and his election by acclamation promptly followed.

The chairman, by request, appointed a committee of three as a Nominating Committee for a Board of Directors. The committee consisted of Messrs. Cullman, Bijur and Eckerson, who retired for the purpose of making up their lists. In the meantime M. Eisenberg (Cincinnati) moved that a telegram of information and congratulation be sent to Messrs. Friedman, Krohn and Brown advising them of their election to their respective offices. The motion was adopted, and the secretary was instructed to carry out the wishes of the meeting.

E. A. Kraussman (New York) suggested that a vote of thanks be extended to the retiring officers, which was accepted with cheers.

New Board of Directors.

The Committee on Nomination of Directors announced its readiness to report. Their report was accepted as announced, and named the following as duly elected directors to serve during the ensuing year:

John R. Young, Philadelphia.
 Louis Newburgh, Cincinnati.
 Sig. Schlössinger, Cleveland.
 M. Rosenthal, Lancaster.
 Benno Newberger, New York.
 Frank Davenport, Boston.
 W. H. Dohm, Philadelphia.

Mr. Taussig (Chicago), took the floor and argued that there should be established a central bureau or office, with a competent man in charge, whose duty it should be to attend to matters of the Association, and to give it his constant and close personal attention, and suggested a motion with that end in view. After some discussion it was decided that the convention go into executive session, for the purpose of going thoroughly into the matter proposed by Mr. Taussig. When the meeting was again called in open session it was announced that it had been decided to have the chairman appoint a Committee on Ways and Means, in whose hands would be placed matters of that kind. The chair thereupon announced a committee of five, composed of the following gentlemen: Messrs. Taussig, Chicago; Schlössinger, Cleveland; Eckerson, Philadelphia; Eisenberg, Cincinnati; and Kraussman, New York.

The meeting was then adjourned until 9 P. M.
 Shortly after 9 P. M. the meeting re-assembled and promptly proceeded with business. The following resolutions were then presented, and all were adopted. Mr. Young, Philadelphia, had been called to the chair, having just arrived from Philadelphia, to be present at the evening session:

Washington Representative.

Resolved, That the Legislative Committee be instructed to retain, as heretofore, the services of W. L. Crouse as its Washington representative.

Mr. Bijur (New York), announced that he had been requested to state on behalf of the New York delegation that New York would subscribe a contribution of \$500 for that purpose.

Dock Weight Law.

Resolved, That the Legislative Committee be instructed to continue its efforts for the repeal of the present Dock Weight Law.

Uniform Duty.

Resolved, That we reaffirm our position favoring a specific uniform rate of duty on all imported tobacco.

Import Stamps.

Resolved, That the Legislative Com-

mittee be instructed to continue its efforts to secure the removal of the present import stamp on boxes of imported cigars, and that the Secretary of the Treasury is hereby urgently petitioned to remove at the earliest possible moment this emblem of discrimination against the domestic product.

Philippine Tariff.

Resolved, That the Legislative Committee be instructed to oppose any reduction in the tariff on leaf tobacco, cigars, and all manufactures of tobacco from the Philippine Islands.

Anti-Coupon Bill.

Resolved, That the Legislative Committee be instructed to continue to press upon the attention of Congress the so-called Otjen-Tawney Coupon bill, and that the Association pledge its hearty co-operation to the committee for this purpose.

Endorsing Investigation.

Resolved, That this Association heartily endorse the House resolution introduced by Representative Tawney, of Minnesota, now before the House Judiciary Committee, providing an investigation by the Secretary of the Department of Commerce and Labor, of the methods employed by the so-called trusts in excluding from the New England States the brands of chewing and smoking tobacco produced by independent manufacturers; and, be it further resolved, that we pledge our co-operation with the Independent Tobacco Manufacturers' Association in their efforts to secure the adoption of this resolution.

Thanks to Tawney.

Whereas, Hon. Jas. A. Tawney, of Minnesota, the author of the pending anti-coupon bill and the resolution for the investigation of the so-called tobacco trust, has steadfastly proven himself the unselfish friend of the independent tobacco interests, therefore be it

Resolved, That this Association hereby expresses its grateful appreciation of his services, and calls upon all representatives of the tobacco trade to do everything in their power to aid him in realizing any political ambition that he may entertain.

To Circulate Copies.

Resolved, That the Secretary be instructed to forward copies of the various resolutions of the Legislative Committee to the parties mentioned therein.

Change in By-laws.

Resolved, That paragraph 3 on page 5 of the By-Laws be amended by striking out all after the word "services" in line 2, so that the paragraph shall read as follows: "No Officer shall receive any salary or emolument for his services."

Copies to Local Boards.

Resolved, That the Secretary be instructed to have copies of the proceedings of this convention printed and sent to the members of the local boards belonging to this Association, and to such other persons as may be deemed interested in the proceedings of this body.

Referring to the resolutions regarding the importation of tobacco or cigars from the Philippine Islands at a reduced rate of duty, Mr. Cullman (New York) stated that inasmuch as a reduction would in all probability seriously cripple the industry because of the cheaper product that can be put up there, owing largely to the fact that they employ principally coolie labor, therefore, should be measures suggested by Secretary Taft, be adopted, it would certainly mean very serious results to our industry and its kindred branches. The resolution was, of course, adopted without a dissenting voice.

There had been invited to attend the evening session of the convention three prominent representatives of the Independent Tobacco Manufacturers' Association: Mr. H. D. Miller, vice president of the Association; Mr. S. Bloch, of Bloch Bros. Tobacco Co., Wheeling, W. Va.; and Mr. Whelan, of Rochester, N. Y.

Mr. Miller was the first to be called upon to address the meeting, and he spoke in part as follows:

"Gentlemen—I am, indeed, very sorry that our President could not be with us to-night to address you. You have, I believe, adopted many wise resolutions here to-night, and I want to thank you for the sentiments which you have expressed towards our Association. Your interests in a measure are identical with ours. If the trust succeeds in making the inroads in the cigar trade, which it has in the manufacture of tobacco, your

field will become more and more limited, until finally you will be practically compelled to retire, for you will not have customers to whom to sell your raw material, unless you sell it to Bloch Bros. for scrap. (Laughter.)

"The trust people have gone into the New England field and have simply told the legitimate jobbers there that they can not handle our goods, and we are simply closed out. In Philadelphia I know it to be a fact that the jobbers are actually afraid to have an independent manufacturer come to see them, in fear that a trust representative may see them in conference with an independent tobacco manufacturer. The action now before the House Judiciary Committee, at the instance of Mr. Tawney, I feel confident, will ultimately be of some benefit to us, and we are heartily glad to have your co-operation in urging its attention. I thank you, gentlemen, for the courteous attention given me."

Mr. Bloch was also invited to speak, but he thought he could add but little to what Mr. Miller had already said.

It was announced that Mr. Landstreet, President of the Independent Tobacco Manufacturers' Association, would arrive in Atlantic City in the morning, and Mr. Bijur (New York) therefore moved that a special conference committee be appointed to meet Mr. Landstreet and his committee, and discuss with them such matters as might be brought up, and report the result of the conference to the proper officials of the Association.

The chairman appointed the following committee to meet Mr. Landstreet: Messrs. Bijur, Fox, Eckerson, Louis Newburgh and S. L. Hirsch.

Mr. Taussig arose to urge the use of stamps of the Cigar Dealers' Association of America, but no definite action was taken, and on motion the meeting was adjourned until 10 o'clock on Tuesday.

TUESDAY'S PROCEEDINGS

The convention reassembled on Tuesday morning at 10 o'clock to finally close up the business of the meeting.

Mr. Landstreet had arrived in the city, and was introduced to the members. He made a short, fitting address concerning the work of the Independent Tobacco Manufacturers' Association, and was greeted with hearty applause.

Established 1880.

The matter of the place for holding next year's convention was then taken up and resulted in considerable animated discussion. Lancaster was named as the place, on the first Monday in May next.

The meeting was then adjourned.

Before the delegates got away telegrams arrived from Messrs. Friedman and Krohn, President-elect and Vice-President-elect, respectively, each stating that they could not seive.

The Tobacco Sale at the Bourse.

The Public Auction at the Philadelphia Bourse, which was widely advertised, came off this morning at the scheduled time. The attendance was a fair one though not as large as was anticipated.

The number of sales made were pretty well scattered among buyers from Chicago, Cleveland, Pennsylvania, New York and Philadelphia.

Pices realized for seed leaf tobacco were averaging about 10 to 12c, which was considered very low for the goods offered, and realizing, it is estimated about \$40,000. This aggregate was rather disappointing.

The principle portion of the goods were guaranteed by the First National Bank of Chicago, and the remainder were guaranteed by the different sellers.

SUTTER BROS.' SETTLEMENT.

The Chicago Court last week passed upon the acceptance of Sutter Brothers' composition settlement on the basis 25 cents, and a distribution of the first dividend, amounting over \$150,000, is already in progress.

TOBACCO

Trade Directory

and

Ready Reference

Price, \$1. Postage Prepaid

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The Tobacco World Publishing Co.

No. 224 Arch Street, PHILADELPHIA

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 New York, 11 Burling Slip.
 Havana, Cuba, P. O. Box 270

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."

With the Philadelphia Tobacco Trade

THE RETAILERS' MEETING.

A regular monthly meeting of the Retail Cigar Dealers' Association of Philadelphia was held at Association Hall 1305 Arch street, on Tuesday evening, last, with a fair attendance present. After the routine business had been transacted some rather sensational episodes occurred, which resulted in the resignation from office of one of the members of the Board of Directors. It came as a sequel to remarks exchanged between the presiding officer and the retiring member of the board, and these seem to have been largely the outcome of personal animosity.

Upon tendering his resignation the retiring member took occasion to remark that he did so in the interest of the Association and for the sake of continued harmony, also assuring the members that he would continue to put forth his best efforts in their behalf and would continue to serve them effectively but less ostensibly. However unpleasant the incident is to refer to, it is a plain duty, which we may not shirk, and, as the old saying goes, "No wind blows that does no one some good," so it appeared in this case. It created a certain degree of sudden interest and enthusiasm which perhaps nothing else could have better accomplished, and this deeper interest was manifested throughout the entire session which has been placed upon the records of the association as one of the most animated that it has yet had.

Several very interesting reports were submitted, and the statement of Mr. McKeever in particular convinced the meeting that it was the consensus of opinion that Philadelphia should have a live association which would outclass all other cities in point of numbers and that diligence along these lines would ultimately result in the successful accomplishment of the objects of the association.

The report of a modest number of new members was received with applause, and it was resolved to push that work more vigorously.

The meeting was adjourned to meet on May 27.

THE PORTUONDO DIFFICULTY.

The Vicente Portuondo cigar factory, which was established at 506 and 508 Cuthbert street about two years ago, is not yet out of its difficulty, which was announced in these columns last week.

About one year ago Mr. Portuondo had a conference with several of his

creditors concerning his affairs. The major portion of his indebtedness was represented by four houses of this city, who decided to have Mr. P. continue the business, and assured him of all necessary aid and all went well for a while at least.

Some days ago it became known that a charter had been applied for under the laws of New Jersey, with an authorized capital of \$100,000, and then the creditors became anxious and promptly instituted legal proceedings to protect their interests, and applied to the Common Pleas Court of this city on Saturday last for the appointment of a receiver to take charge of the business and its assets, whereupon Harry W. Bremer, of Lewis Bremer's Sons, was appointed by the court.

It was subsequently alleged that an effort had been made to sell out the brands, etc., to the new company and while the latter was believed to have financial backing, and was to be continued under Mr. Portuondo's directions, it was however feared that such a step might prove inimical to the interests of the creditors, and it was this that prompted their action in the matter. In view of the present state of affairs title to brands or anything cannot be acquired except by order from the Court and just what disposition of affairs the creditors will make has not been decided upon, but one thing is reasonably certain, and that is that the creditors are not in jeopardy of their own interests as they felt they might be if a transfer in whole or in part of the business was made to the proposed new company.

A CASE OF BOX STUFFING.

A case of so called "box stuffing" was unearthed in this city last week by officials of the internal revenue office, by whom it was found that other cigars were being substituted in Marcello boxes. The cigars were being sold at 8c each, which is about the cost price of the genuine article. Even this was not as much a surprise as to ascertain that the alleged proprietor of the establishment where the nefarious operation was going on, was really not the proprietor, but that the place virtually belonged to an individual who is prominently identified with the cigar manufacturing trade in this city.

This revelation at first seemed almost incredible, but it was proven to be true, the fact having been admitted by the real proprietor. This fact renders the situation all the more confusing, because

Choice of the Market

10¢



5¢

JOHN J. ESHELMAN

READING, PA.

MARTIN SLABACH,
 DENVER, PA.
 Manufacturer of
 High-Grade Union Made **CIGARS**
 SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

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Private Designs a Specialty Metal Printed Labels

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MANUFACTURER OF ALL KINDS OF

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L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind
on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in
Packages of Five--Wrapped in Foil.

Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

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PACKING HOUSES:
Janesville, } Wis.
Milton, }
Albany, }



J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



there is now a question as to how the matter will be regarded by the law, and upon whose shoulder will be placed the responsibility of the act. It is true that an employer is generally considered responsible for the deeds of his employees, but in this case, many expressions of doubt have been heard, and the ultimate outcome is being watched with increasing interest.

PROGRESS AT THE PENT FACTORY

At the factory headquarters of Pent Bros. there are signs of much activity, and additional hands are being added to the force as rapidly as satisfactory people can be secured. At the Philadelphia headquarters it is reported that sales have continued to increase each month, the demand being largely for the Tahoma 5c and Asphodel 10c goods.

JEITLES STARTS OUT AGAIN.

S. C. Jeitles, of Jeitles & Blumenthal, has again started on a western business trip in the interest of his firm. It is stated that they have experienced an increase of over 100 per cent. on the sales of their Masterpiece, the firm's leading nickel cigar, during the past six months.

EISENLOHR'S NEW FACTORY.

Otto Eisenlohr & Bros. have opened a new cigar factory at Richlandtown near Quakertown, in the premises formerly occupied by W. K. Roedel & Co., who have removed to Quakertown. Between 40 and 50 people will be given employment at the beginning, and a much larger force will be added when all details have been put into good working order.

CHAMPIONS RETAILERS' CAUSE.

John C. Rigney has proven himself the latest champion of the cause of the retail cigar and tobacco dealers, who

were mercilessly persecuted for more than a year by a party of men banded together under the name of Sabbath Associationists.

Representatives of 160 churches met in Association Hall one evening last week and adopted resolutions favoring the proper observance of Sunday. Ernest L. Tustin presided, and addresses were made by John H. Converse, William T. Ellis and Cyrus Foss, Jr.

Resolutions were adopted urging the Mayor to enforce stricter rules concerning Sunday selling of cigars, etc.

An objection to the accepted order of procedure came from John C. Ridgney, of the Lehigh Avenue Baptist Church. "The fact that only 130 out of 600 churches notified have sent delegates to this meeting," said Mr. Rigney, "is evidence that the churches will not co-operate in the movement. And, indeed, our views are too narrow. The railroads and great corporations that work on Sundays are passed over with a pat on the back, while we prosecute the proprietors of cigar stores and other petty dealers."

SPECIAL NOTICES.

(12 1/2 cents per 8-point measured line.)

RELIABLE BROKER wants good line of Union Made Pennsylvania cigars, also Pennsylvania line from \$8 up for Greater New York and New York State. Must be reliable house. Address BROKER Box 140, care of The Tobacco World. It

FOR RENT.—A Cigar Factory in the city of Reading. Every convenience, and facilities for a large force. Address ED. GANTHER, owner, 213 N. 10th St., Reading, Pa. 4-20-4

FOR RENT.—A two-story brick building, in York, Pa., suitable for a Cigar Factory. Conveniences. Apply to 3-30-4 H. W. HEFFNER, York, Pa.

WE HAVE the best and cheapest advertising novelty on the market today. Write for free sample and particulars. Monarch Novelty Mfg. Co., 177-181 East Division St., Chicago. 4-20-3

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Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
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Light Conn. Wrappers and Seconds

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WALTER S. BARE,

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ALL GRADES OF DOMESTIC

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1901 First-Class Pennsylvania Broad Leaf B's
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1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



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PACKER OF

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and Dealer in All Grades of

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LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO

138 North Market St.

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Phones

LANCASTER, PA.

CHAS. TOLE & CO.

Packers
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LANCASTER, PA.

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Packer of
and Dealer in

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The Gilt Edge
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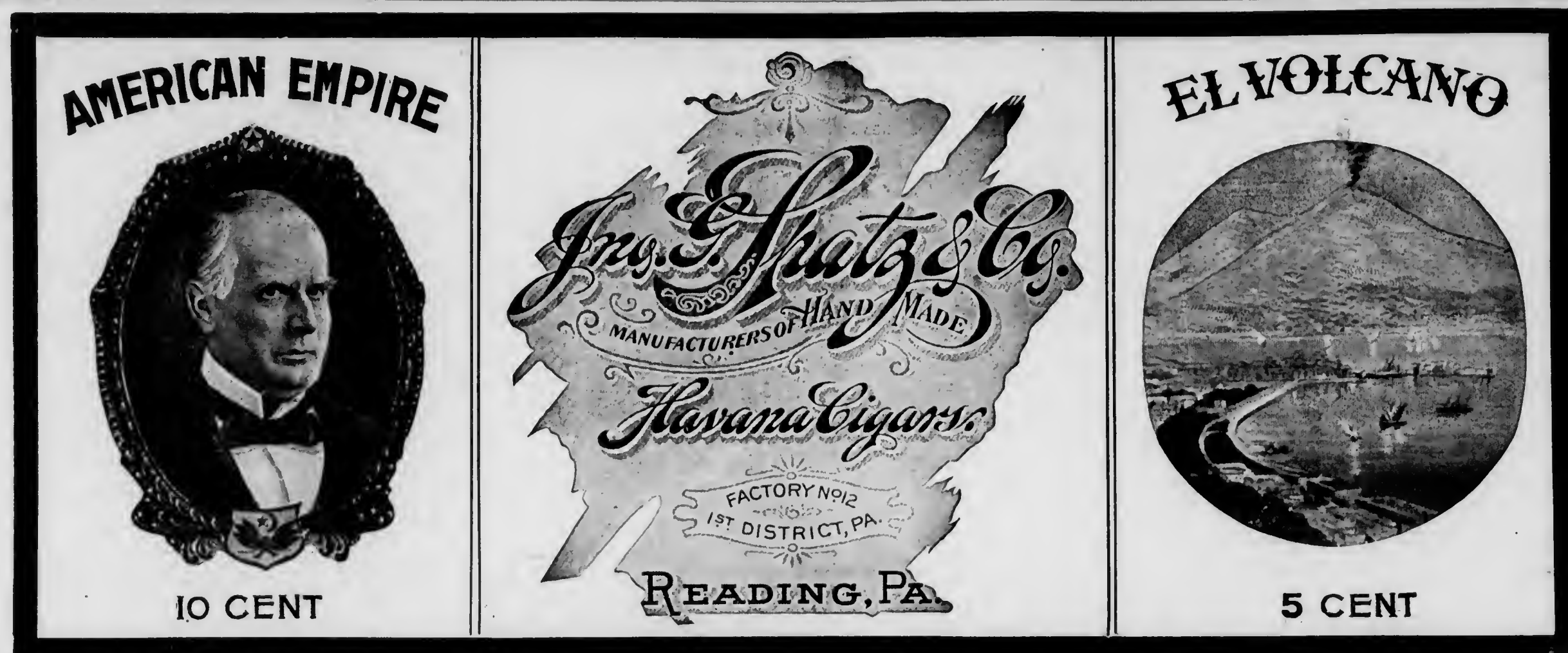
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.

Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
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Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market St., LANCASTER, PA.





Trade-Mark Register.

CUBABOLE. 14,426

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 19, 1904, at 9 a m, by Central Cigar Co., Belle Vernon, Pa.

E. F. O. 14,427

For cigars. Registered April 20, 1904, at 9 a m, by S. Fellheimer & Co., Philadelphia.

ESTA. 14,428

For cigars, cigaret es, cheroots, stogies, chewing and smoking tobacco. Registered April 21, 1904, at 2 p m, by A. J. Yinger & Co., Camden, N. J.

PEDRO PORTUONDO. 14,429

For cigars. Registered by permission, April 21, 1904, at 5 p m, by A. B. Clime, Terre Hill, Pa.

JOSE PORTUONDO. 14,430

For cigars. Registered by permission, April 21, 1904, at 5 p m, by A. B. Clime, Terre Hill, Pa.

P. PORTUONDO, JR. 14,431

For cigars. Registered by permission, April 21, 1904, at 5 p m, by A. B. Clime, Terre Hill, Pa.

PORTUONDO BROS. 14,432

For cigars. Registered by permission, April 21, 1904, at 5 p m, by A. B. Clime, Terre Hill, Pa.

PORTUONDO'S UNION CIGARS. 14,433

For cigars. Registered by permission, April 21, 1904, at 5 p m, by A. B. Clime, Terre Hill, Pa.

BUTCH. 14,434

For cigars and cigar bands. Adopted Sept. 1, 1903, and registered April 21, 1904, at 3 p m, by Herbst & Sturz, Philadelphia.

M & L. 14,435

For cigars. Registered April 23, 1904, at 9 a m, by Miller & Leventhal, Philadelphia.

A. K. W. SHORTS. 14,436

For smoking and chewing tobacco. Registered April 25, 1904, at 9 a m, by Brucker & Bogheim, Philadelphia.

ZU ZU. 14,437

For cigarettes. Registered April 25, 1904, at 11 a m, by Zu Zu Cigarette Co., Philadelphia.

UNION STANDARD. 14,438

For cigars. Registered April 26, 1904, at 11 a m, by H. Ochsmann, Philadelphia.

SILK RIBBON. 14,439

For cigars. Registered April 26, 1904, at 4 p m, by Geo. A. Kegel, Lancaster, Pa.

BALDWIN. 14,440

For cigars. Registered April 26, 1904, at 4 p m, by John M. Wenzel, Reading, Pa.

SWEET VALE OF AVOCA. 14,441

For cigars and cigarettes. Registered April 29, 1904, at 9 a m, by Jos. McCudden, Cincinnati, O.

SI ESTA. 14,442

For cigars. Registered April 29, 1904, at 9 a m, by J. B. Millesack, Lancaster, Pa.

FARMER'S DELIGHT. 14,443

For cigars. Registered April 29, 1904, at 9 a m, by E. M. Dinger, Cocalico, Pa.

JUST. 14,444

For cigars. Registered April 29, 1904, at 9 a m, by Chas. Heubele, Philadelphia.

IN THE SWIM. 14,445

For cigars. Registered May 2, 1904, at 9 a m, by Enterprise Cigar Co., Trenton, N. J.

LITTLE AGENT. 14,446

For cigars. Registered May 2, 1904, at 9 a m, by Geo. A. Kegel, Lancaster, Pa.

REJECTIONS.

North Pole, La Uno, Union Leader, Maritona, Maccabee, Picaune, Little George, Picaune Club, Pinnacle, Red Feather.

—The Ohio Cigar Store Company, at Columbus, O., has sold its business to Andrew Martin, of that city. The transfer includes the stock, fixtures and lease on three prominent retail stores, the Little Spitzer, St. Paul Building, and Summit street establishments.

—The Charles Donovan Cigar Co. of New Jersey filed articles to show that it had been incorporated under the laws of that State with a capital of \$5,000, of which \$1,700 is to be employed in Missouri, with an office in St. Louis.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending April 30, 1904.

Bremen.—Morris European & American Express Co., 1 case tobacco; Kaufman, Bros. & Bondy, 1 case clay pipes. Bremerhaven.—Massee & Whitney, 2 cases clay pipes. Havana.—American Cigar Co., 2 cases labels; Cagey Cagus Tobacco Co., 20 bales leaf tobacco; Durlach Bros., 38 bales leaf tobacco; 37 bales scrap tobacco; Rojas, Perez & Co., 25 bales scrap tobacco. Liverpool.—Wm. Demuth & Co., 29 cases cigarette paper. Rotterdam.—Metropolitan Tobacco Co., 1,440 cases clay pipes; Weber & Wagner, 606 cases do.; Bayer & Co., 273 cases tobacco pipes.

SUMATRA TOBACCO.

Str. Rotterdam, arrived April 28: (2,117 bales; 5 cases.)

United Cigar Mfrs. 319 bales
A. Cohn & Co. 256 "
E. Rosenwald & Bro. 241 "
Rothschild Bros. 237 "
Company's General Agent 229 "
F. & E. Cranz 168 "
S. Rossin & Sons 156 "
Jos. Hirsch & Son 115 "
L. Schmid & Co. 100 "
L. Friedman & Co. 86 "
H. Duys & Co. 63 "
G. Falk & Bro. 61 "
Hinsdale Smith & Co. 29 "
A. Cohn & Co. 20 "
Leopold Loeb & Co. 13 "
Brown Bros. & Co. 12 "
The Hilson Co. 12 "
Herz Bros. 5 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived April 26: (1,718 bales; 68 bbls.)

J. E. Ward & Co. 595 bales
Carl Vogt's Sons 293 "
F. E. Fonseca & Co. 150 "
E. Hoffman & Sons 102 "
Lichtenstein Bros. 100 "
E. Pascual & Co. 100 "
Starlight Bros. 88 "
American Cigar Co. 85 "
M. Atak 68 "
Calixto Lopez & Co. 48 "
Rothschild & Bro. 30 "
Newgass & Greenhut 25 "
H. Casa 10 "
I. Kaffenburgh & Sons 10 "
Mendelsohn, Bornemann Co. 9 "

Missbaum & Bower 5 bales
A. Gonzalez & Co. 34 bbls.
E. Regensburg & Sons 34 "
Str. Esperanza, arrived April 30: (523 bales.)

Lewis Sylvester & Sons 236 bales
F. Garcia & Bro. 205 "
J. E. Ward & Co. 62 "
J. Bernheim & Son 20 "

HAVANA CIGARS.

Str. Caracas arrived April 25: (226 cases.)
American Cigar Co. 41 cases
American W. I. T. Co. 27 "
W. I. Cigar Co. 27 "
M. Rucabado 23 "
A. S. Lascelles & Co. 17 "
Order 12 "
F. Bonilla & Co. 9 "
C. D. Stone & Co. 9 "
Vista Hermosa Cigar Co. 8 "
Durlach Bros. 7 "
DeFord & Co. 7 "
G. W. Sheldon & Co. 7 "
A. M. Seixas 6 "
B. Fischer 4 "
Cagey Cagus Tobacco Co. 4 "
Rojas, Perez & Co. 4 "
R. M. Sola & Co. 4 "
A. Levy & Co. 3 "
Victor Malga & Co. 3 "
Cadiz Cigar Co. 2 "
American Trading Co. 1 case
American Express Co. 1 "

Str. Morro Castle, arrived April 26: (609 cases.)
J. E. Ward & Co. 276 cases
Havana Tobacco Co. 233 "
Park & Tilford 29 "
G. S. Nicholas 10 "
G. W. Sheldon & Co. 10 "
Waldorf Astoria Segar Co. 9 "
Canadian Pacific R. R. Co. 6 "
Acker, Merrill & Condit 6 "
E. A. Kline & Co. 6 "
National Cuba Co. 6 "
Calixto Lopez & Co. 4 "
Charles Wyman & Co. 4 "
F. E. Fonseca & Co. 4 "
E. V. Skinner 3 "
M. D. Aldan 3 "
M. E. Caule 1 case
Macy & Jenkins 1 "
Snyder & Goldberg 1 "

Str. Esperanza, arrived April 30: 2 cases
J. E. Ward & Co. 2 cases

HAVANA CIGARETTES.

Str. Morro Castle, arrived April 26: (78 bbls; 1 case.)
Gillespie Bros. & Co. 58 bbls.
Agents of the Trinidad 20 "
W. R. Grace & Co. 1 case



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor

Maker of **HOLTZ, PA. High-Grade Domestic Cigars**

LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL, HELLAM, PA.

Manufacturer of Fine Seed & Havana Cigars

Joe F. Willard is Our Popular Leader.

T. L. ADAIR,

Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.



M. H. Clark & Bro

Leaf Tobacco Brokers,

Clarksville, Tenn.

HOPKINSVILLE, KY. PADUCAH, KY. Cable Address "CLARK."

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street, Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses. Please place yourself in correspondence with us. WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS, Packers and Dealers in Leaf Tobacco

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...

If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The leaf tobacco warehouses are now nearing the end of the tobacco packing season. But few of them have done a large business, and not nearly so large as is usually done. This condition must be attributed not alone to the small amount of tobacco handled by the buyers who make a practice of buying in this vicinity. Many have removed their assorting business to the vicinity of the large cities and towns, thinking to get a larger proportion of workmen who are not farmers, and who, consequently, will work later into the season, and who will not manifest so much uneasiness as the snow leaves the ground bare in the spring; not caring to get out to draw fertilizer or make tobacco beds or to plant a few early potatoes. Packers seriously thought of shipping the bundled tobacco into some of the Southern States to have it assorted, but I think very little of it was shipped away.

All the passably good tobacco that this country has been able to produce will be required. Without doubt much uneasiness was felt. As one writer has put the matter, "With a late spring and early fall, the prospect of producing a good crop looks quite unfavorable, from our viewpoint." So take a warning, and if you calculate to raise a crop of tobacco this year, pay close attention to the tobacco beds, and do not be compelled to make apologies later for the want of care you have bestowed upon your growing plants.

Our correspondents write:

Feeding Hills: "Pretty cold weather for the young tobacco plants. Some seed beds are not sown yet; others are up and doing fairly well, but artificial heat seems necessary. About the same acreage as last year is planned for 1904."

East Deerfield, Mass.: "Tobacco all assorted that is not sold (a few crops). No sales lately. A few tobacco beds have been made, but some are waiting for warmer weather."

East Whately, Mass.: "I have to report the sales of Seth B. Crafts, 66 cases, at reported price of 18c in case; Thomas Flynn, 60 cases, reported 14c in case; Steven Kingsley, 3 acres at 18 1/4c in case; John Blunkard, 8 acres at private terms, assorted and packed."—Am. Cultivator.

EDGERTON, WIS.

The buying movement has been pushed

with more vigor of late than for some weeks past, and a very large amount of the crop is being lifted in all sections at extremely moderate prices. Owing to the lateness of the season, growers will accept a sacrifice rather than be compelled to sort and case their tobacco, and dealers are evidently taking advantage of the situation.

The deliveries of the week have been the largest of the season, and most of the warehouses are accumulating stock that will carry the assorting well into the summer.

KLEINBERG'S

"ehico"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST, Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street

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Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS

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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN--LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY

Wholesale
Manufacturer of

High Grade
Seed and Havana

Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.

Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

mer. Saturday was the banner receiving day of the year in this market.

The weather continues cold and the season backward. Some plant beds have been laid, but the seed up to this date is better off out of the soil.

Shipments, 325 cases and 5 cars of bundles.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The situation is growing stronger with more activity than for months past.

The woe's are full of buyers and deliveries are large. Season has been fine for handling, filling the streets with wagons. Prices are $\frac{1}{2}$ to 1c better than any time this season, with more inquiries calling for purchases and samples to see quality from manufacturers and dealers who never bought here. Planters are not disposed to plant more than half the usual acreage. Labor is scarce, uncertain and unreliable. Many have already gone South to grow cotton, and to mining, railroading and other vocations. Old tobacco is in better demand, with holders stronger in prices, as there is very little dark heavy in the new crop.

Short Leaf, $5\frac{1}{4}$ to $6\frac{3}{4}$ c; Long, $6\frac{1}{2}$ to $8\frac{1}{2}$ c. Loose Medium Lugs, $2\frac{1}{2}$ to $3\frac{1}{4}$ c; Leaf, 4 to 7c.

Receipts for the week, 320 hhds.; for the year, 1,440 hhds. Sales for the week, 152 hhds.; for the year, 1,006 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 623 hhds, offerings on the breaks 22 hhds, public and private sales 252 hhds; market steady at firm prices.

We had good handling weather this week, and receipts of loose tobacco were large at the pricing houses and loose tobacco warehouses.

The proposed increase of duty in Great Britain on strips of 6c per pound, making a differential rate between them and leaf, has stopped all stemming in the west, and legislates the stemmers out of business. The shipments will go forward in leaf form, "batted" with a

hatchet, so that there will be no stemming done in Great Britain either. A reduction of duty to two shillings instead of an advance of 3d. would be a great comfort to the poorer classes, and probably give an increase of revenue. The United States tobacco taxes seems an object lesson lost upon the Lord High Chancellor. The revenue is now larger on a 6c tax than it was when the tax was 24c, and evasions of the tax have ceased.

QUOTATIONS:

Low Lugs	\$3.00 to \$3.25
Common Lugs	3.25 to 3.50
Medium Lugs	3.50 to 3.75
Good Lugs	4.00 to 4.25
Low Leaf	4.25 to 4.75
Common Leaf	5.00 to 5.50
Medium Leaf	6.00 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 11.50

At Henderson, Ky., the Robards Tobacco Company's plant was resold on the 22d inst., under orders of J. A. Dean, referee in bankruptcy. It was bid in by Carl P. Schlamp, president of the George Delker Company. The consideration was \$11,000.

PATENTS RELATING TO TOBACCO, Etc.

758,583 Match package; James A. Crisswell, New York City.

758,204 Coin-controlled mechanism for cigar vending machines; Charles M. Dodson, assignor to American Manufacturing Co., Des Moines, Iowa.

758,588 Cigar vending machine; T. Erickson and J. J. Fagan, Charlevoix, Mich.

758,467 Match box holder; Edmund A. Parker, Meriden, Conn.

758,215 Match safe; Sarah Quee, Pasadena, Cal.

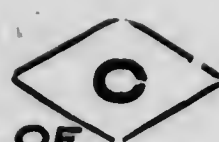
R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

E. A. CALVES & Co.  HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED

LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,

NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,

Dealer in
Cigar Box Lumber,

Labels,

Ribbons,

Edging,

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Steam Cigar Box Manufacturer

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBERG

G. F. SECOR, Special

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Port, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.



EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST

Lithographers,

CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.

716-728 N. Christian St.

LANCASTER, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Office Address: "Boales," U. S. A.

Use Arnold's No. 6 Tobacco Chamber.

Hopkinsville, Ky.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF

Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.
Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited.

Write for Samples.

SOMETHING NEW AND GOOD

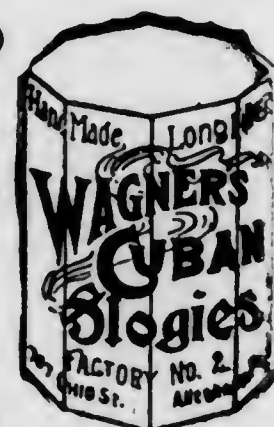
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

DEPARTMENT OF INQUIRY

Query Department: Can you give me the nicknames of all the States and Territories of the Union in which tobacco is grown? I desire to utilize the material in an address I am to make before our Growers' Association.

C. D.

Answer.

So far as obtainable, the following list is given in answer to your request:

Alabama—Cotton State.
California—Golden State.
Connecticut—Nutmeg State.
Florida—Everglade State.
Georgia—Empire State of the South.
Kentucky—Blue Grass State.
Louisiana—Pelican State.

Maryland—Old Line State.
Massachusetts—Bay State.
New York—Empire State.
North Carolina—Old North State.
Ohio—Buckeye State.
Pennsylvania—Keystone State.
South Carolina—Palmetto State.
Tennessee—Volunteer State.
Virginia—The Old Dominion.
West Virginia—Pan Handle State.
Wisconsin—Badger State.

While it is true that almost all of the States and Territories grow tobacco—some more than others—the foregoing list, no doubt, is full and complete enough for the use of our correspondent.

Business Changes, Fires, Etc.

California
Placerville—J. F. Mann, cigars, etc., notice of sale to G. M. Wood.

Connecticut
East Hartford—E. O. Goodwin, leaf tobacco, quit claim deed.

New Haven—C. J. Rabauna, cigars and tobacco, quit claim deed.

Delaware
Wilmington—John J. Bell, cigars and tobacco, succeeded by E. E. Tucker.

District of Columbia
Washington—James W. Burke, cigars and tobacco, sold out to Jere Mackessy.

Illinois
Chicago—Charles Bigel, cigars, dead.

Ernest M. Hirsch, cigars, bill of sale, \$700.

Indiana
Indianapolis—Snipes Bros., retail cigars, etc., sold out.—John F. Gartlein, retail cigars, etc., chattel mtge., \$322.

Iowa
Belle Plain—R. A. Carpenter, cigar mfr., F. G. Pouzer, succeeds.

Le Mars—Harvey F. Moeller, cigar mfr., discontinued here.

Maine
Cape Elizabeth—Arthur L. Mallhot, cigars, etc., burned out.

Maryland
Baltimore—W. C. Oppelt, mfr. and retail cigars and tobacco, dead.

Massachusetts
Chelsea—Charles C. Grover, cigars, etc., chattel mtge., \$150.

Michigan
Detroit—Perry & Weber, cigars and tobacco, succeeded by James A. Barron.

Flint—H. & J. Danbeau, cigars, tobacco, etc., succeeded by Jos. Danbeau.

Minnesota
Willmar—John L. Lindner, cigar mfr., petition in bankruptcy.

New Hampshire
Pittsfield—E. T. English, cigar mfr., removed to Suncook.

New Jersey
Keyport—J. R. Kane & Co., cigars, succeeded by B. D. Kane.

New York
New York City—Disch Bros., cigars, damaged by fire.—L. Schiffman, cigar mfr., damaged by fire.—Max Kleinfeld & Co., cigar mfrs., petition in bankruptcy.

Syracuse—Deminor Cigar Co., absorbed by Syracuse Cigar & Tobacco Co.

Ohio
Findlay—John Schafer, cigar manufacturer, sued, \$229.

Toledo—Lavey Bros., wholesale cigars, succeeded by The Merchants' Cigar Co.

—Jos. Danbeau, mfr. and retail cigars, chattel mtge., \$400.

Richmond—Batty Bros. & Co., cigar mfrs., Frank S. Batty, individually, petition in bankruptcy.

Minnesota
Willmar—John L. Lindner, cigar mfr., petition in bankruptcy.

New Hampshire
Pittsfield—E. T. English, cigar mfr., removed to Suncook.

New Jersey
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Pennsylvania
Pottstown—Frank M. Koch, mfr. and retail cigars, succeeded by Morris L. Seasholtz.

South Carolina
Spartanburg—Bean & Goff, cigars and tobacco, Thomas L. Bean succeeds.

Tennessee
Chattanooga—Chattanooga Tobacco Works (not inc.), closing out and will discontinue.

Rockwood—S. A. Day, cigars, etc., deed of trust on personal property, \$100.

Wisconsin
Milwaukee—Barnett Morris, cigarmfr., petition in bankruptcy.

Superior—H. E. Inberg, cigars, etc., sued.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

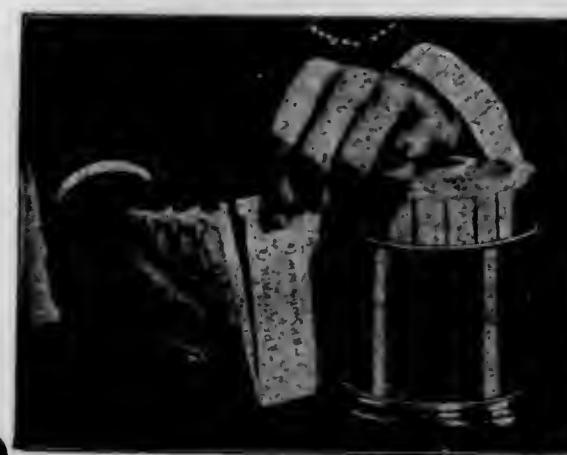
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SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited

Advances Made

Settlements Made on Day of Sale

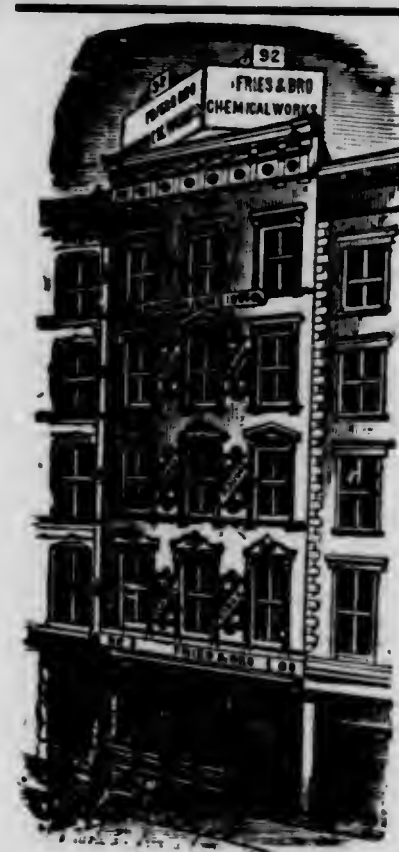


PARMENTER WAX-LINED
COUPON CIGAR POCKETS

Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *

WORLD-RENOVED

Spanish Betuns,
ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;
Sweeteners, etc.

Sample Free
The Most Popular Flavor
Since 1855.
Please write for them

Guaranteed to be the Strongest, Cheapest, and Best

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

LIGHT HORSE HARRY

LA-DATA

LA PURISTA

INDIAN PRIDE

LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.

JOHN A. SAUL,

116 Drott Building, WASHINGTON, D. C.

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PRINTERS OF

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SKETCHES AND

QUOTATIONS

FURNISHED

WRITE FOR

SAMPLES AND

RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS



MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

**Cigar
Molds**

THE BEST GOODS
at
THE BEST PRICES.

Before you place your
orders give us an opportu-
nity to quote you Our prices.

**WE CAN
SAVE YOU MONEY**

**The Sternberg
Mfg Co.**
1346 West Third Street,
DAVENPORT, Iowa, U. S. A.



**ROYAL
BERKS**

THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.

Write for Samples & Prices

CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
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and
CIGAR
MANUFACTURERS'
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Manufacturer of
CIGAR BOXES

South Ninth Street,
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Established 1883. Connection.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of
Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

A. D. KILLHEFFER — **MILLERSVILLE, PA.**

Maker of
**High
Grade
CIGARS**



Goods Sold Direct to
JOBBERs and DEALERS.



All
Fine
Work

NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

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**THE
TOBACCO WORLD**

ESTABLISHED IN 1881
Vol. XXIV., No. 19.

PHILADELPHIA, MAY 11, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

ANNOUNCEMENT!

*We are now in a position to Show Samples
of about*

1400 Bales

NEW SUMATRA

Light, Big Yielding Tobaccos.

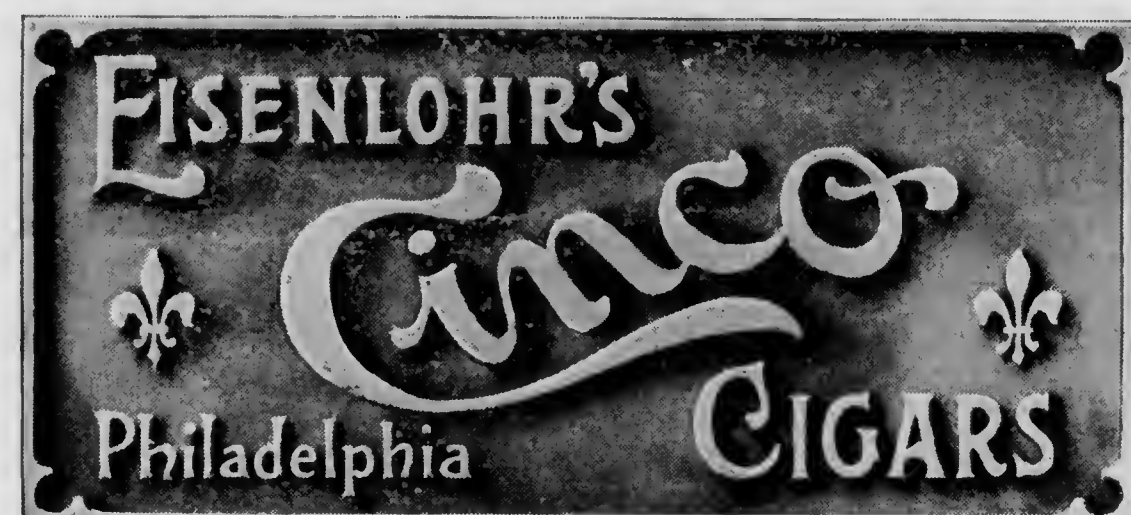
PRICES REASONABLE.

Samples Gladly Submitted, or, if Preferred,
Our Representative Will Call.

H. DVYS & CO.

No. 170 Water Street,

NEW YORK CITY.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade
Medium
Priced
Cigars
Red Lion, Pa.

Remember—the MELODIOSO is our Leader.



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The Sabbath Associationists.

REPRESENTATIVES of the Philadelphia Sabbath Association have again visited the office of the Mayor to urge a more strict enforcement of the Blue Laws of 1794, but to what extent their mission has been successful has not yet been fully revealed. It has, however, again awakened a fear among retail dealers of possible further persecutions. The Sabbath Association is composed mostly of ministers of the Gospel, from various denominations. Men who are looked upon as being among the most enlightened in the community and to whom the people look for examples thoroughly consistent with their doctrines, but further wholesale persecutions of the poorer members of the retail trade and continued discrimination against a certain few time and again, as was the case once before, while in the case of the wealthier and more pretentious tradesmen no charges were made, causes the action to look like downright persecution, and not prosecution for the purpose of setting moral examples to others. Persecution cannot be considered Christian, and is therefore wholly unbecoming to the ministry, and none the less to the Sabbath Associationists, who are mostly ministers, and should be thoroughly Christian men.

The Auction Aftermath.

THAT there was considerable grumbling in this city and in other places on account of a proposed public auction of a considerable quantity of leaf tobacco, cannot be denied. In fact some rather pessimistic ideas were expressed as regarded the possible effect of the sale on the trade at large. There were even some who entertained fears of a complete revolution, and others thought that it would tend to still further stagnate

the market or in other ways have a disastrous effect—cause a possible depression in prices, etc., etc. But it did nothing of the kind.

While it was true that but a comparatively small portion of the goods offered were sold, and those at low prices, the sale did not injure this or any other market in the slightest degree, and upon the whole did not have the slightest depressing effect. On the other hand, the sale was instrumental in bringing to this city many out of town people, and a number of sales by different leaf houses have since resulted, and some are still pending. One large Third street house informed the writer the other day that they had at least two good sized transactions now pending, as an actual result of the auction. Besides, a considerable quantity of the goods offered at the sale have since been disposed of.

We will not deny that there was a movement on foot to hold other auction sales, had the volume of business and prices realized been large enough to encourage the project, but the chances of an early renewal of public auction sales in Philadelphia are not now so bright.

Trust Governing Laws.

THE Attitude of the Law Toward Combinations in Restraint of Trade" was the subject of a lecture delivered last week by Justice Potter, of the Supreme Court of Pennsylvania, to the students of the Department of Commerce of the Central High School of Philadelphia.

In the lecture he said:

"In the strict construction of the law I believe nearly every so-called Trust existing today could be shown to be an illegal restrainer of trade. Yet if they are not actually oppressive they should not be interfered with. When they do become so then is the time for the Attorney-General of the United States to begin prosecution."

The lecturer reviewed the history of combines and read an edict by the Emperor Zeno promulgated in Constantinople in 483 prohibiting monopolies and providing perpetual exile as a punishment for any offender. He then explained the pure monopolies which flourished in England during the reign of Queen Elizabeth. In discussing the legal and economic aspect of the subject, he said:—

"The right of every man to engage in business without hindrance or restriction is a fundamental one, which must be assured and protected by all Governments. The world's action tends toward economic development; development naturally leads to the association of men, which in turn tends toward the centralization of capital. For convenience sake the corporation springs into existence. The individual dies, but the life of the corporation may be perpetual, so that the corporation is the logical agency with which to carry on business."

"In this country there seems to be a tendency for these corporations to assume monopolistic tendencies. But there is no danger of there being any lack of governmental power to curb any combination that makes itself obnoxious. The laws of this land are all sufficient; it only remains for them to be enforced."

"The practical good sense of the people and

of the Courts, however, dictates that even if certain corporations are unlawful, yet, if they are not actually oppressive, they should not be interfered with."

Labor's Status in New Jersey.

JUSTICE FORT, of the Supreme Court of New Jersey, sitting at New Brunswick a few days ago, thoroughly reviewed the law of the State of New Jersey, touching upon the privileges and limitations of labor organizations. A suit had been brought against certain so-called walking delegates and others who were alleged to have interfered with a certain firm's business by boycotts, etc., and damages were claimed by reason of the alleged illegal acts, and the consequent injury to the firm in question. The suit, however, was not brought against the union, but against several of its individual members who had been most active in pushing the embargo against the firm. The defense alleged that the boycott was in accordance with the rights of labor unions in New Jersey, and that it had not partaken of criminal coercion. Justice Fort, in his charge to the jury, spoke in part as follows:

"A man owning his own labor has the right to agree as to it and for whom he will employ it, and neither he nor his fellows with whom he so agrees can be adjudged to have done any illegal act by such agreement."

"But he cannot, without civil liability, either alone or in combination with others, maliciously seek to injure any individual, firm or corporation from carrying on its business, or by preventing others so disposed from working for or engaging in contracting with such individual, firm or corporation."


"Every man owns his own labor, and over it he has absolute control, if he be sui juris, and may contract as to it as he will, but when he steps outside of this lawful right and attempts to direct another person, to the injury of a third, whatever he does in this regard he does at his peril."

The jury, after being out an hour, brought in a verdict for the plaintiffs.


Florida. Crop Prospects.

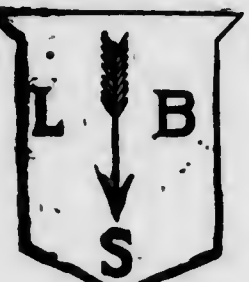
IN every section can now be seen vast tobacco shades, both of cheese cloth and slats, the tops of the former resembling immense lakes, and underneath these Sumatra tobacco plants are beginning to take root and assume a healthy and thriving appearance. On the large plantations, as well as the small, the setting-out season is drawing to a close, and with favorable seasons such as were had last year, another great success will be scored and prosperity in its fullest measure be again visited upon the tillers of Gadsden's productive soil.

While there appears the same desire upon the part of the packers to contract for shade tobacco, Cuba contracts are given a place on the begging list, and while a number of acres are being planted, the acreage will fall far short of that of last season, and it is thought by some that the prices will do likewise. The crop of last year was, from all accounts, a most satisfactory one, better in fact, than ever before, and the sales were correspondingly good, but with no chance to contract the small farmers in many instances are unwilling to take the chances on obtaining regular prices, and where there are no shades many are falling back on cotton. —Gadsden County Times.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

John T. Dohan.  **Wm. H. Dohan.**
FLOR de DOHAN & TAITT,
D & T Importers of Havana and Sumatra
Packers of  **107 Arch St. PHILADA.**
Leaf Tobacco


Established 1835  **LEWIS BREMER'S SONS**
IMPORTERS OF
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and PACKERS of
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JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF**
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **HAVANA and SUMATRA Tobacco**
118 N. 3d St. Phila.

 **Young & Newman** Importers of
Sumatra & Havana 
237 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.




BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE REALM OF THE RETAILERS

WITH the advent of the open door season in the East, there has also commenced a general house cleaning and thorough brightening up of retail stores among all except those wholly indifferent to their own wellbeing. When a buyer enters a store which may have at least a semblance of respectability on the outside, and finds a chaotic state of affairs inside, by reason of a disorderly looking place, unkempt show cases, badly soiled wall paper, and a possibly clammy atmosphere, he is not likely to desire to repeat his visit. Among the fairly enlightened dealers there are comparatively few who have not already given due attention to all such details—which are really of vast importance to them; but those who have not should be aroused to the fact that it is high time they woke up, put on their working clothes and got at it.

Even those dealers who are proprietors of the smaller establishments and may be otherwise employed during the day, could not spend a little time more profitably after their regular hours of toil, than by devoting a few hours occasionally to going carefully over their stock, even if only to remove the gathered dust and brighten up the general appearance. A small stock, well kept, carefully arranged and displayed, can be made to show to better advantage than a much larger stock which is allowed to rest on the shelves indefinitely without any attempt at rearrangement, until dust, cobwebs and flyspecks obliterate the trade marks.

THE Trading Stamp craze is growing at a rapid rate in the cigar trade. The Retail Cigar Dealers' Association of Chicago has officially adopted the trading stamp, as a possible business getter, and a Trading Stamp Cigar Company has also been formed in the Windy City. New York, however, claims to have been the original point of the adoption of the trading stamp idea in the cigar trade. The M. Silverthau Co., of New York, have on the market a brand called the "Green Stamp Cigar." Each cigar is banded with a Sperry & Hutchinson 100 green trading stamp. The goods are on sale in New York, Chicago, San Francisco and in Philadelphia, where the J. S. Geller, Son & Co. are making a special window display of them this week.

THE tobacco products of the John J. Bagley Co., of Detroit, Mich., have been changed in several particulars. Wild Flower, a plug cut, formerly in 3 1/2 ounce packages has been reduced to 3 ounces and is now sold at four cents per pound more than formerly, and in the 1 1/2, 8 and 16 ounce packages of the same goods the price has been advanced two cents per pound.

Their Hazelnut, a chewing and smoking tobacco, has been advanced one cent per pound, and all gratis deals have been withdrawn from the Clambake brand.

THE Pathfinder cigars, made by W. K. Gresh & Sons, of Norristown,

A SPECIAL cigar deal is one of the great features along the Pacific Coast. The Lillian Russell 5 cent cigar is offered for a limited time at \$33 per thousand, in 5,000 lots, 400 free with each 1,000, and less a 2 per cent. discount for cash. This offer, however, is subject to withdrawal without notice, and the cigars will not be banded.

IN New York the Geo. L. Storm Co. has issued a circular stating that the gratis deal of 100 Robert Burns Concha Bouquet free with each 1,000 cigars of that size was discontinued on May 1, and no orders received after that date were filled on the old basis.

THE JOE WILLARD CIGAR
There is no end to the new brands of cigars of all grades that are constantly being offered in an open market. But the successful ones are not so many, whether they be a fine imported cigar or one of the ever popular 5c domestic product.

To place a product of this kind on the market and have it create an almost spontaneous demand from many sections is performing something that is little short of a miracle, yet such is the achievement that is claimed by Mr. B. F. Abel, of Hellam, Pa., manufacturer and purveyor of the Joe Willard nickel cigar.

He is particularly proud of the fact that it is one of the few brands that have gained any marked local recognition, and that this recognition was gained, too, with little or no local advertising.

A manufacturer of any commodity that is not strictly up to the standard, must advertise good and hard to create even a ripple of activity, while the manufacturer of a standard article can advertise so much more profitably in hastening the expansion of its sales, and perpetuating his brand. It is for this reason that Mr. Abel, having satisfied himself of the satisfactory results of his product, now intends to give it fair and proper advertising. Mr. A. is amply equipped with factory facilities at Hellam, Yorkana



MADE BY B. F. ABEL, HELLIAM, PA.

Pa., will henceforth be a strong feature of the five cent cigar market in Pittsburgh. A new distributing firm—C. P. Wentz, Bros. Co., who are strongly identified with the trade in Scranton, Pa., will be the distributors in Pittsburgh, where a new store is being opened for the purpose.

THE latest announcement of the Metropolitan Tobacco Co. of New York is that the price of Duke's Mixture, in all styles of packing, will be advanced on May 16, when the regular list price will be as follows: 1 1/2 oz. at 39c per lb.; 3 1/2 oz. at 39c per lb.; 8 oz. at 36c per lb.; and 16 oz. at 35c per lb.

Drum cigarettes were advanced to \$1.65 per 1,000, and Old Dominion and Tolstoi No. 2 cigarettes to \$3.80 per 1,000.

DIFFERENT schemes are now being employed by as many different enterprising retail dealers throughout the country, offering prize winning contests covering a trip to St. Louis during the World's Fair period.

A Minneapolis dealer has launched a drawing of tickets the prize being a trip to St. Louis, and includes the railroad transportation, hotel accommodations, carfare to and from the grounds and admission ticket to the grounds and to all the side shows inside for a period of seven days. There are 174 tickets in two series—A and B—ranging from 1 to 87 cents in each series.

THE Retail cigar dealers of St. Paul are agitating the idea of adopting their own brands of chewing and smoking tobacco and cigarettes, or rather to adopt a brand of the association and push it exclusively. The matter, however, is in embryo, and nothing definite will be done for some little time yet.

and Felton, which together with his thorough ambition will undoubtedly prove his most successful resources.

The Joe Willard is a 5 cent cigar, an excellent combination of seed and Havana filler and Sumatra wrappers—made up in six sizes, and by thoroughly experienced workmen.

Not only have the goods been successful in their local territory, but they are equally well known in other sections of this state and in other states, and particularly in eastern and northeastern Ohio, where the results will compare favorably with those attained in nearby territory.

SEVERAL American machines for making cigarettes have recently been put up in Bogota, Colombia, and are now working regularly. Cuba-made cigarettes, however, are the favorites in that country.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

THE UNIQUE
CREASELESS
Case-Hardened
VERTICAL TOP

Cigar
Molds

Cigar
M'f'rs
Supplies

We are now better pre-
pared than ever to meet
the increased demand for
our products.

All of our Machinery is
of the Most Improved and
Up-to-Date Design, and we
can, therefore, give you


The Best Goods
at
The Best Prices

Before you place your
orders give us an opportu-
nity to quote you Our prices.

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SAVE YOU MONEY

The Sternberg
M'f'g Co.

1346 West Third Street,
DAVENPORT, Iowa, U. S. A.



**ROYAL
BERKS**
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from
foreign points during the week
ending May 7, 1904.

Barcelona.—Cardenas & Co., 10 cases
cases cigarette paper.

Bremen.—G. Amsinck & Co., 19 bbls.
raw meerschaum; M. A. Guest & Co., 1
case cigarettes; J. C. Metzger & Co., 1
case samples, cigarettes and cigars; E.
G. Toel & Co., 1 box tobacco samples.

Cavalla.—209 boxes and bales leaf to
bacco.

Havana.—J. E. Ward & Co., 326
cases cigars, cigarettes and cut tobacco,
1 trunk cigarettes.

Leghorn.—G. Amsinck & Co., 530
boxes briarwood.

Livepool.—Manhattan Briar Pipe Co.,
4 cases smokers' articles.

Maracaibo.—Juan E. Macias, 1 case
cigars.

Odessa.—Order, 1 box tobacco.

Trieste.—American Express Co., 3
cases tobacco leaves.

Vera Cruz.—Bank of Montreal, 1 case
cigars; J. E. Ward & Co., 12 cases cigars,
724 bales tobacco.

SUMATRA TOBACCO

Str. Potsdam, arrived May 2.
(1,633 bales; 195 cases.)

A. Cohn & Co.	250 bales
L. Schmid & Co.	227 "
United Cigar Mfrs.	210 "
G. Falk & Bro.	206 "
H. Duys & Co.	143 "
E. Rosenwald & Bro.	135 "
Jos. Hirsch & Son	134 "
Oder	103 "
S. Rossin & Sons	52 "
E. Spingarn & Co.	50 "
Pretzfeld & Co.	35 "
Company's General Agent	20 "
L. Friedman & Co.	20 "
Leopold Loeb & Co.	17 "
J. H. Goetze & Co.	11 "
Otto Malchow & Co.	11 "
M. F. Schneider	188 cases
J. E. Ward & Co.	7 "

HAVANA TOBACCO,

Str. Mexico, arrived May 3:
(1,565 bales; 125 bbls.)

F. Miranda & Co.	274 bales
J. E. Ward & Co.	256 "
A. Murphy & Co.	180 "
G. Salomon & Bro.	136 "
Jos. S. Gans & Co.	100 "
T. Bijur & Son	98 "

TOBACCO IN GREECE.

No industry has made such strides in
Greece of recent years as the culture of
tobacco. Till quite lately the tobacco
grown in Greece was only smoked in the
kingdom itself, but last year it began to
take its place in the European markets,
thanks to the greater care taken in the
choice of plants and in their cultivation,
and also to the monopoly which has
caused such a rise in the price of Turkish
tobacco. In Greece there is no tax on the
growth of tobacco, and there is no monop-
oly, so that no restraint is placed on the
cultivation of the plant. But, on the other
hand, tobacco can only be cut up, and
cigarettes can only be made in the state

American Cigar Co.	69 bales
R. driguez & Tejeiro	58 "
E. Hoffman & Sons	56 "
M. D. T. Co.	55 "
F. D. Giave	50 "
Rothschild & Bro.	49 "
Hinsd-le Smith & Co.	48 "
I. Bernheim & Son	47 "
L. Friedman & Co.	22 "
Levi, Blumenthal & Co.	18 "
Sartorius & Co.	15 "
R. M. Blake & Co.	12 "
Rothschild & Bro.	10 "
L. Goldschmidt & Co.	6 "
Hamburger Bros. & Co.	6 "
E. Regensburg & Sons	30 bbls.
Hamburger Bros. & Co.	24 "
J. E. Ward & Co.	20 "
Mendelsohn, Bornemann & Co.	20 "
Starlight Bros.	13 "
L. Goldschmidt & Co.	10 "
Leonard Friedman & Co.	8 "

Str. Vigilancia, arrived May 8:

(190 bales; 6 bbls.)	
J. E. Ward & Co.	102 bales
J. Bernheim & Sons	50 "
G. Salomon & Bro.	25 "
O. Friana	13 "
J. E. Ward & Co.	6 bbls.

HAVANA CIGARS.

Str. Mexico, arrived May 3:

(328 cases.)	
Havana Tobacco Co.	232 cases
Park & Tilford	17 "
G. S. Nicholas	15 "
Waldorf Astoria Segar Co.	12 "
M. D. T. Co.	10 "
National Cuba Co.	7 "
E. A. Kline & Co.	6 "
Michaels & Lindeman	5 "
Christo Lopez & Co.	5 "
Canadian Pacific R. R. Co.	3 "
Trinidad S. & T. Co.	2 "
W. R. Grace & Co.	2 "
Acker, Merrill & Condit	2 "
Victor Lopez & Co.	2 "
Charles Wyman & Co.	2 "
A. H. Hillman	2 "
A. S. Lascelles & Co.	1 case
L. J. Spence	1 "
C. D. Sione & Co.	1 "
L. M. Allen	1 "

Str. Vigilancia, arrived May 8:

(7 cases.)	
M. D. T. Co.	3 cases
R. H. Macy & Co.	4 "

HAVANA CIGARETTES.

Str. Mexico, arrived May 3:

(25 bbls.)	
A. D. Strauss & Co.	15 bbls.
Trinidad S. & T. Co.	10 "

manufactories, where, however, the mer-
chants are allowed to use their own ma-
chinery. A tax and a stamp duty has to
be paid, which comes to rather less than
half a crown per pound of tobacco. The
state also reserves the right of manufac-
turing cigarette papers, and from this and
from the duty on tobacco Greece last year
realized over half a million sterling. The
cultivation of tobacco has been greatly
stimulated, and today Greece produces
four times as much as she needs for her
own consumption. The leaf has not got
the peculiar and delicate aroma which
distinguishes the very best Turkish, but it
is quite as good as the ordinary tobacco
of Macedonia and Albania, much of which
has been sold in the European market.



THE GREAT TRIO of FAMOUS CIGARROS

**GENERAL
ARTHUR**
CIGARROS
15 CENTS STRAIGHT.

TOM MOORE
CIGARROS
15 CENTS STRAIGHT.

OPERAS
CIGARROS
15 CENTS STRAIGHT.

Quality Unimpaired from
Our Factories to the Smoker.

Each Cigarro firmly encased in inde-
pendent Wax-Lined Pocket, thus pre-
venting breakage and drying out.

Any Cigarro easily removed without
disturbing the others.


Size of package reduced one-half by
simply detaching the two parts.

More conveniently carried than any
other package.

**MANY OTHER
OBVIOUS ADVANTAGES!**

We control this unique patented package and
infringements will be promptly prosecuted.

UNITED CIGAR MANUFACTURERS, NEW YORK.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

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S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SEASONABLE WEATHER AND BUSY FACTORIES.

The New Crop Cuban Leaf Now Beginning to Come In—Surmises Regarding Its
Value—Items Gathered Among the Dealers and Manufacturers.

HAVANA, May 2, 1904.

Considering that there are only four
buyers in the Havana market from the
North, the same have shown sufficient
activity during the past week, and sales
reported indicate a further increase in
the number of bales which have changed
hands. Besides, there are several trans-
actions waiting examination. The old
stocks of Vuelta Abajo (1902 crop) and
Remedios of 1901 and 1903 are further
reduced, and holders feel sure they will
have disappeared before the fall season
sets in. For filler tobacco (to be used for
mixed cigars) nobody expects to see any
number of Northern buyers come here
until next September or October, while
the clear Havana cigar manufacturers on
the other hand are now in the habit
of making their principal purchases dur-
ing the summer months.

The new crop of Partido, as well as of
Vuelta Abajo, is beginning to come in
from the country in increased quantities,
as, excepting in some few localities, the
weather is seasonable now, and the dif-
ferent esojidas are all working more
or less with activity. Don Luis Muniz,
of Muniz Hnos & Co., states, that, as
far as he has been all over the Vuelta
Abajo, the crop is good wherever the
different farms are producers of good
tobacco, and the early raised cry of the
burning being poor is not founded upon
fact. Perhaps some buyers in order to
depress the market may have used this
rise in securing the green tobacco at
cheaper rates. Every year there is some
tobacco raised upon poor farms that does
not hold fire, and this year makes no
exception of the rule. Besides, it is a
known fact that some new owners of
property in the Vuelta Abajo have ex-
perimented perhaps with manure that did
not suit the soil, they used water for ir-
rigating purposes which might have been
brackish, for these reasons the plants
raised have turned out to lack the burn-
ing quality. No dealer here of standing
and experience will not be caught in buy-
ing such crops, and no Northern buyer
need fear to find any vegas or esojidas
which will not burn perfectly. The
smoking quality of the Vuelta Abajo is
excellent, as fine as last year, although
partly with more body. As regards Par-
tido, more care has to be used this year,
as some people state that a large pro-
portion will be defective in burning. Re-
liable dealers and packers are using,
however, all possible care in buying only
the perfect part of the crop, and this

growth has to be relied upon in furnish-
ing the bulk of the light-colored wrap-
pers, as only little of Vuelta Abajo can
be expected, notwithstanding all the
glowing accounts in the beginning. The
shade grown tobacco upon good ground
in the Vuelta Abajo will furnish light
colored wrappers. Prices ought to rule
somewhat easier, although the farmers
are still asking high figures and thus
checking the rapid change of ownership
for the present. Some of the large farm-
ers prefer to do their own packing.
Remedios reports speak of high prices be-
ing paid, particularly in the Santa Clara
and Manicagua sections, as the quoted
figures, from \$10 to \$16 per quality in
bundles (with the stems on) will make
the cost from \$37 to \$45 per bale. This,
with a fair yield, would bring the cost
of second Capaduras to \$35 quality, and
first Capaduras to \$55 per quality by
December 1, 1904.

However, the cool, calculating dealers
and packers are holding off from buying
at such figures, as they know well
enough that no Northern buyer would
pay such exorbitant prices, particularly
if the Vuelta fillers could be purchased
at the same or lower figures.

Sales ran up to 3750 bales in all, of
which 1700 consisted of Vuelta Abajo,
400 of Partido and 1650 of Remedios.
The United States buyers have taken
2750; city factories 900, and 150 bales
were purchased for Europe.

Buyers Come and Go.

Arrivals—Vicente Pazos, of A. Pazos
& Co., New York and Havana; Vicente
Guerra, of V. Guerra, Diaz & Co., Tam-
pa, Fla.

Departures—L. W. Scott for Boston,
and E. H. Smith for New York.

Cigar manufacturers report no change
in the receipt of their orders, and until
the new wrappers shall be fit to be work-
ed upon a larger scale no great increase
in the volume of business can be looked
for. His Excellency Don Gustavo Bock,
is now sole arbiter of the Havana Tobac-
co Co. here, as it is said that Mr. E.
T. Ware will act as president of the
New York office, the former remains sub-
ject to the general policy to be outlined
by the Fifth Avenue council. While the
independent manufacturers are not long
just now, the Trust has discharged many
of the help in the factories, and in the
country, where the reciprocity size was
made for the United States market,
many clearmakers have also been dis-
charged.

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**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

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OFFICE: AMARGURA I. HAVANA, CUBA

Remigio Lopez

Benjamin Lopez

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La Mas Ferosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

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INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva, Havana, Cuba.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

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Havana, Cuba.

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of SUAREZ & CO.

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P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

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S en C
Almacen de Tabaco en Rama
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de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
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GROWERS, PACKERS and EXPORTERS of
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Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
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(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123, Habana
Cable: ONILEVA.

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(S. en C.)
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and Dealers in Leaf Tobacco
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Cable Address: "Cuetara."

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Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

H. Upman & Co.—The strike of their
cigarmakers was finally settled by the
latter taking up the work where they left
it without any change from the previous
conditions, and the two factories here
and in Calabazar are turning out 48,000
cigars daily to catch up on the delayed
orders.

Rabell, Costa, Vales & Co. are work-
ing steadily upon fair orders from the
United States, London and South Amer-
ica for their well known "Ramon Al-
lonces" brand. The Emblema cigarettes
of J. Vales & Co. are largely exported
now.

Remigio Lopez y Hno., of "La mas
Fermosa" and "Magnetica de Cuba,"
are busy.

Enrique Dorado & Co. are finding that
"El Rico Habano" is becoming more
popular in the North.

Buying, Selling and Other Notes of
Interest.

Lewis Sylvester & Son.—It is reported
that Max Stern virtually cleaned up the
market of second Capaduras Remedios,
1903 crop.

Rabell Costa & Co. sold 850 bales of
Vuelta Abajo, 500 of which were
bought by A. Santaella, and the balance
was sold to local factories.

E. A. Calves & Co. have made some
large purchases again of all kinds of leaf
through their Mr. Frank Dominguez.

Miguel Perez disposed of 500 bales of
Remedios and has bought the famous
vega of Vuelta Abajo "La Teneria" to
be packed by him, some 200 or 250 bales
in all.

A. Santaella, of Tampa, has been very
active in the market, as, through the fire
in Tampa, all his choice stock of old
leaf had been consumed, and he was
therefore forced to renew the same re-
gardless of price. So far he has secured
some 300 bales of the best Vuelta
Abajo, and continues to purchase. He
has also made contracts for the new
Vuelta Abajo and Partido crops which
are reported to amount to 5000 bales.
Mendelsohn, Borneman & Co., through
their resident partner, Don Manuel
Suarez, are doing the business for
Santaella & Co., at this end, accompany-
ing Don Antonio Santaella upon his buy-
ing expeditions.

Fernando Fernandez y Hno. closed
out 400 bales of Vuelta Abajo and
Partido.

Voneiff & Vidal Cruz are very busy
people, stripping at top speed for their
customers at Tampa and Key West,
and have just opened their second
escocida at Artemisa. The one at Mari-
anao has been going for some time.
Furthermore they intend to open another
packing in the Vuelta Abajo this month,
so in these three establishments they ex-
pect to make several thousand bales of
the very choicest tobacco only. Don
Francisco Vidal Cruz says that he does
not estimate the Partido crop is giving

more than 50 per cent. of good, service-
able leaf. They shipped last week close
on to 100 bales of first Capaduras (old
crop) Remedios to their Baltimore house.
They expect to ship one vega of New
Partido to one of their Tampa friends
during this week. Don Pancho evident-
ly is a hustler.

Loeb-Nunez Havana Company ship-
ped 300 bales of Remedios to their north-
ern customers.

Vicente Pazos, brother of Don Avelino
Pazos, has gone to Pinar del Rio to
watch the buying and packing of the
Vuelta Abajo leaf for A. Pazos & Co.

M. Garcia Pulido sold 300 bales of
Vuelta Abajo to local and northern fac-
tories. During the seven years which
Don Manuel has been established at
25 Estrella street, he has made many
friends through his honorable, straight-
forward business methods, so that by
this time he can count upon steady cus-
tomers in Tampa, Key West, Chicago,
New York and Philadelphia. His prin-
cipal trade is in the Vuelta Abajo,
where he owns several farms, although
he also deals in Partido and Remedios.

Sobrinos de A. Gonzalez turned over
200 bales of Vuelta Abajo and Re-
medios.

L. Friedman & Co. are actively look-
ing for old and new tobacco in the city
and in the country, which would suit
their customers for immediate wants, or
later on in the season. Don Jose Vega
may be seen in the different ware-
houses in Havana, or in the provinces,
but it is hard to catch him at his office.

G. Salomon y Hnos. sold 200 bales
of Remedios.

Muniz, Hnos. & Co.—Don Luis Muniz
has just returned from his trip all over
the Vuelta Abajo, having purchased the
fine vega "Cayo Gabino" of San Juan
and Martinez, some two hundred and
odd bales, which will be fit to be worked
soon and containing good, light wrap-
pers. They will commence packing
from 2500 to 3000 bales in the now
famous Montezuelo district and about
the same quantity in the Remates sec-
tion. Their Remedios escocida very
likely may not start before June.

Sobrinos de V. Diaz disposed of 200
bales of Remedios.

I. Bernheim & Sons will have eleven
escocidas going this month in the Vuelta
Abajo, Partido, city of Havana,
Remedios, Santa Clara and Mani-
caragua districts.

Rodriguez Bautista & Co. sold 28
bales of Partido wrappers and shipped
300 bales of Remedios.

Suarez Hnos. disposed of 150 bales of
Vuelta Abajo.

Rufino Cano closed out 150 bales of
Partido.

Jose F. Rocha has made some good-
sized purchases of new Vuelta Abajo,
Partido and Remedios in the country.

Bruno Diaz & Co. have received al-
(Concluded on page 22.)

Bruno Diaz B. DIAZ & CO. R. Rodriguez

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable:—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
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MANUFACTURER OF
HIGH and MEDIUM GRADES
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FOR THE
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Sumatra Tobacco, 144 Maiden Lane. Prascab.*

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

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La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



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CABLE ADDRESS "TACHUELA"



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HAVANA TOBACCO**

138 MAIDEN LANE.

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Almacenes de San Jose, HAVANA, CUBA.

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FRANK LANGE

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Importers of

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Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

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Cable "Hargl."

Hinsdale Smith & Co.

Importers of Sumatra & Havana

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and Packers of LEAF

TOBACCO

197 Water Street, New York

For Genuine Sawed Cedar Cigar Boxes, go to
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KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

— THE TOBACCO WORLD —

Established 1880.



F. B. Robertson's resignation as a member of the Board of Directors of the Retail Cigar Dealers' Association has caused both comment and speculation, and its effect has also become much more widespread than it was dreamed of could possibly be the result. There is speculation as to whether it all has followed as a result of deep interest in the movements of the association by those outside the association, or whether it is due to some agitating force that has gotten suddenly busy.

An opportunity is presented to the dealers to express their views, if desired, through these columns, and Mr. Robertson was the first to take advantage of the opportunity extended, and his version of the affair is published in full elsewhere in this issue. It is the wish of the publishers to hear from all who have aught to say, and the expression of their views through an unbiased and impartial medium, will result in many valuable suggestions that can be utilized to good advantage and prove an aid in materially strengthening the practical workings of the association.

Giuseppe Tobianco, a cigar manufacturer, of No. 808 South Eighth street, was given a hearing before United States Commissioner Craig at the Post Office Building last week on a charge of violating the United States Revenue laws.

Tobianco had been arrested by Deputy Marshal Meyers on a warrant issued at the instance of Orville G. Forrer, a special agent in the Revenue Service.

Forrer testified that on April 25 he and Deputy Collectors Burnley and Wilkes and Special Agent Sheehan had visited Tobianco's factory, where they found several cigar boxes on which the stamps had not been cancelled, some on which old stamps had been used and others on which the stamps were so arranged that they would not be disturbed when the boxes were opened. He also testified that several thousand cigars were found hidden in other parts of the building than that occupied by the factory. Tobianco was held in \$800 bail for Court.

The Amsterdam Sumatra Co. has commenced business at 154 N. Third street. The firm is composed of Philip J. Kolb and Edward T. Colgan. Mr. Kolb is a son of John N. Kolb, of the Theobald & Oppenheimer Co., and Mr. Colgan is a brother-in-law of John T. Dee, the well known cigar salesman and western representative of the Theobald & Oppenheimer Co. Both are young

Samuel T. Freeman & Co., auctioneers, offered for sale at the Northwestern Bonded Warehouse, Second street and

lbs. of leaf tobacco, 500 lbs. of chewing tobacco, 7,500 cigars, 15,000 cigarettes and cheroots, a quantity of smoking tobacco, including some Greenback, Duke's Mixture, Fashion, and Mail Pouch; also some molds and cigarette tubes.

The goods had been left with the B. & O. R. R. as unclaimed and were sold for the freight charges on them. The bidding on some of the goods was fairly lively, but the opportunity afforded for inspection was so meager, everything being offered in its original package, that it was difficult to place a fair valuation upon them, and consequently they were sold for little money.

Lucky John Brown. He takes small chances on long odds and wins, or rather Mrs. John P. Brown, wife of the popular retail dealer at Fifteenth and Huntingdon streets, did. With an investment of 50 cents in two tickets of a prize drawing conducted by the Catholic Church of the Epiphany, she won the first prize consisting of a new 8-room brick house in one of the best down town sections, which is valued at \$3,000. Of course, it was Mrs. Brown who held the tickets that won the prize, but then Mr. Brown says "What's her's is mine, and what's mine is my own," and is satisfied to let it go at that. "It is good enough, anyway," said he.

Following closely upon the disclosure that the Pennsylvania Cigar Stores Co. store at Seventh and Market streets was really the property of an individual, and that Mr. Catlin, the reputed owner of the North Eighth street store of the Pennsylvania Cigar Stores Co., was only retained as manager, the old signs have been removed, and it is said they will also be taken from the Atlantic City store, which belongs to the same person.

Mr. L. A. Borneman, of Mendelsohn, Borneman & Co., New York, was also among the recent visitors in this city.

A. S. Valentine & Sons' factory force is busy on standing orders of their product, and some heavy shipments have

fairly familiar with the trade, and were practically brought up in the business. During our interview with Mr. Colgan we were informed that it was their original intention to handle Sumatra tobacco exclusively, but that they had since decided to carry a full line, and to do both a retail and jobbing business.

The revenue returns show an output in the First District during the month of April, 1904, as follows:

Cigars	47,547,860
Little cigars (less than 3 lbs to M)	27,500
Cigarettes at \$3.00 per M	24,000
" at \$1.08 per M	4,359,000
" at 54c per M	85,500
Manufactured tobacco (lbs)	97,437
Snuff	386,309

The figures show a general decrease in the output of this district during April, 1904, as compared with April of last year, as follows:

Cigars	4,365,000
Cigarettes at \$3.00	33,000
Cigarettes at \$1.00	110,417
Manufactured tobacco (lbs)	15,236

In March the output of cigars was 48,553,250, showing that April has fallen behind March by 1,005,390.

A convention of the Cigar Maker's Blue Label League, of Pennsylvania, will be held at Wilkes Barre on May 16th. The first session is to be convened at 2 p. m. on that day.

Juan B. Creagh, vice-president of the Loeb-Creagh Havana Co., arrived from Cuba last week for a short visit among friends and business acquaintances in this city.

Leopold Cohn, of A. Cohn & Co., New York, was in this city last week, and was accompanied around the city by J. A. Kinney, the firm's local representative.

J. Howard Grafflin was a recent visitor here in the interest of H. Duys & Co., of New York, and succeeded in interesting several buyers in their importations of the new Sumatra tobacco.

Mr. L. A. Borneman, of Mendelsohn, Borneman & Co., New York, was also among the recent visitors in this city.

A. S. Valentine & Sons' factory force is busy on standing orders of their product, and some heavy shipments have

Frank Dominguez, of E. A. Calvo Co., is expected home from Havana week, having succeeded in fully refreshing their stock of the finer grade Havana tobaccos.

A new cigar store will soon be open at 1421 Chestnut street, by R. Smith. This store will be almost a site that of the Lafayette Cigar conducted by W. G. Worthington.

Gumper's Runnymede 5 cent city, now finding many patrons throughout the city, and it has been suggested the name could have appropriately Runningmate, because it promises to become a close second to their M which is on sale in practically retail store in the city.

Thos. T. Sunderland has taken leaf dealer's license, and gave his address on Powelton avenue west of Thirty street. He is said to have bought a considerable quantity of leaf and it is expected that a new leaf will be opened somewhere in the town section at an early date.

A cablegram has been received from Labe & Sons announcing the purchase of this week, out of hand, of about bales of Sumatra tobacco by Mr. B who is in Amsterdam. The goods said are of the finest marks.

We are informed by F. Eckerson that business has been good this week and that they closed several ver sales of Havana tobacco. Julius son is now in Pittsburg, having just included a visit through New York. He will go from Pittsburg to St. and will visit the World's Fair.

Messrs. Harry C. and Fox Platter Waples-Platter Grocery Co., of D Texas, were visitors in this city week, and placed some good sized for goods with one of our large stores.

Louis Blase removed his cigar from Sixth street above Race to Eighth street some time ago, and has an elegant manufacturing in department, all on one floor.

There have been no new devel

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

THE TOBACCO WORLD

the Vicente Portuondo bankruptcy se this week, excepting that a formal praisement has been made; but the report of the appraisers has not yet been made to the referee, and until that has been done there can be no further movements a final adjustment of the matter.

F. Eckerson has been visiting his friends in Lancaster this week, and observed that the trade there is much cheered with the prospect of having next month's convention of the National Leaf Tobacco Association held in their city. It says it has already engendered a spirit of greater enthusiasm among the members of Lancaster.

Geo. W. Newman, made a flying visit to the State on Tuesday, and closed a sale of domestic leaf to a manufacturer.

M. G. Thompson, with S. Rossin & Sons, New York, was in Philadelphia during the past week.

Jacob Labe, of B. Labe & Sons, starts on a western business trip this week.

DR. MARTIN'S \$50 CIGAR. Dr. Edward Martin, Director of the Department of Health and Charities, smoked a \$50 cigar.

It proved to be a great act of charity the \$50 has been contributed to the Edward Martin Pasteurized Milk Station, at Twenty-fourth and Spruce streets, and with the money thus received hundreds of helpless infants will be supplied with both meat and drink to-day.

Mayor Weaver figures in the transaction as the actual donor of the money which changed hands in a wager-like manner, but with the understanding that the mayor should devote the proceeds to charity.

Both men wanted to quit smoking, so on January 1 they agreed to stop until the one falling by the wayside to contribute \$50 to some charity. Both men were nervous and it was not until late in the afternoon that either faltered. Then Dr. Martin, at a banquet, could not resist the chance to burn tobacco, or else he would not have smoked with good will. It was costing \$50, but he thought it cheap at the price. When he met Mayor Weaver the next day, Dr. Martin was once more enjoying his cigar.

He cheerfully acknowledged himself a smoker and sent the Mayor a check for \$50.

Of course, the Mayor did not keep it, but he was particularly gracious as well as the most good with the money, and Weaver sent it to the Dr. Edward Martin Pasteurized Milk Station, which

is one of the stations that distributes the milk obtained from the Pasteurized Milk Society.

PHILADELPHIA LEAF MARKET

Dealers in seedleaf tobacco have had a fairly good business during the past week. Desirable binder stocks are picked up at every opportunity, and a fair volume of business was also done in Connecticut leaf notwithstanding the rather high prices that are ruling.

Sumatra tobacco of the new crop is meeting with increased favor as time goes by, and a considerable quantity has changed hands in this market since the arrival of samples of the first purchases of this year's offerings. A fair volume of business is also reported in old goods.

Havana is holding its own, and old Remedios are moving steadily, while the new goods are receiving quite as much attention as was expected.

THE REID TOBACCO COMPANY.

Officers Elected for the Company at Milton, Pa.—A New Building to be Erected at Altoona.

The stockholders of the Reid Tobacco Company, incorporated, last week elected these officers: President, William W. Anspieth; Secretary, A. E. Balliett; Treasurer, John K. Trego, who, with H. R. Karchner, W. B. Chamberlain and H. C. Frick, cashier at the Milton National Bank, were also chosen directors. The Reid Company is anxious to get to work on its new building at Altoona. Notice has been served on T. J. Tierman, owner of the dwelling house on the site at Green avenue and Tenth street, Altoona, to remove it on or before June 20, at which time work on the block will be started.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)
FOR RENT—A Cigar Factory in the city of Reading. Every convenience, and facilities for a large force. Address ED. GANTHER, owner, 213 N. 10th St., Reading, Pa. 4-20-4

BROKERS WANTED IN LEADING cigar centers, to represent factory making large line of Nickel and Medium Grade Goods. Address PHOENIX, Box 139, care of The Tobacco World. 5-11-4

FOR SALE—450,000 good 2 for 5c Cigars. Samples to reliable people upon application for particulars. Address MANUFACTURER, Box 139, care of The Tobacco World, Philadelphia. 5-11-4

EXPERIENCED and Successful Cigar Salesman desires account for Pennsylvania and New Jersey for factory making fine Nickel and 10-cent goods. Salary or Commission. Address Box 137, care of The Tobacco World, Philadelphia. 5-11-4

FOR SALE CHEAP—A first-class Perfect Bunching Machine; has been in use for a short time. Also a lot of Durrill & Peters Molds, Iron Shaper Presses, Cigar Labels with Titles, etc. Address S. H. LICHTEN, Allentown, Pa. 5-11-4

FOR RENT—Part of three-story warehouse; good facilities for cigar factory or other purposes; second and third floors, 36 by 80 feet each; elevator and heating apparatus; located on siding of P. & R. Ry at Akron Station. Address

TOBACCO NEWS OF GREATER NEW YORK

As the season progresses the purchases of Sumatra seem to be increasing. A. Cohn & Co., last week purchased out of hand about 260 bales of the K. F. H., and 400 bales were purchased at the inscription on May 6.

M. F. Schneider recently purchased 160 bales of W. B. Langkat.

S. Rossin & Sons bought at last Friday's inscription 210 bales of Dely Ba My | Tandem Deli and J. L. | Packaran | Deli principally.

L. Schmid & Co. purchased last week out of hand a quantity of NATM's.

G. Falk & Bro. secured at the inscription last Friday about 540 bales first and second lengths.

The revenue returns of stamp sales in the two principal districts of this city during the month of April show the following figures.

Second District.	
Cigars at \$3.	21,367,900
Little cigars at 54c	6,562,009
Cigarettes at \$1.08	81,232,000
" at \$3	197,600
" at 54c	2,323,000
Manufactured tobacco (lbs)	494,729
Snuff (lbs)	466
Third District.	
Cigars at \$3	56,157,416
Little cigars at 54c	922,000
Cigarettes at \$1.08	47,046,000
" at \$3	325,300
" at 54c	1,346,000
Manufactured tobacco (lbs)	24,596
Snuff (lbs)	6,549

Governor Odell has signed the Newcomb Anti-Trading Stamp bill. The bill it was frankly admitted is intended to curtail quite radically the trading stamp business as widely carried on in this State, and the trading stamp companies fought it to the last day of the session and before the Governor.

It requires every trading stamp, except those issued by individual merchants or manufacturers, to bear a stated face value in terms of money and to be redeemable in cash or merchandise at the option of the holder.

The United Cigar Manufacturers have opened an additional factory a 70th street and avenue A, and several hundred hands were given employment.

John H. Duys, of H. Duys & Co., returned last week from one of the most satisfactory business trips he ever made through the west.

Louis Walter has removed his cigar box manufacturing business to 132d street and Lincoln avenue, where largely increased facilities are at his command.

Francisco Garcia, formerly at 27 William street, has removed his office to

Chas. H. Storm has reentered the cigar trade, and has associated himself with E. Lopez, under the firm name of Lopez & Storm, who will devote themselves to the manufacture of Havana cigars exclusively. The firm has secured headquarters at 61 Warren street and the factory will be taken charge of by Mr. Lopez, who has had years of experience as foreman of the Henry Clay Factory in Havana and is considered an expert in his line. Mr. Storm will take charge of the sales department, and leaves for Chicago this week on his initial trip for the new house.

An interesting meeting of the Brooklyn Retail Cigar Dealers' Association was held last Thursday night. While largely routine business was transacted there were some interesting addresses made by T. J. Donigan, of the New York Retail Cigar Dealers' Association, B. F. Kurtz, representing S. F. Hess & Co., tobacco manufacturers of Rochester, N. Y., and others. The meeting was quite well attended considering the very bad weather which was prevailing all that day and night.

E. A. Kline & Co. have taken office headquarters at 631 Broadway, which have been handsomely fitted up and are replete with commodious salesrooms. The factories at Tampa and New York will be continued as heretofore, but the business will be concentrated at the Broadway office.

F. Garcia & Bros. have removed to 22 Warren street, where extensive alterations are now being made. Ample space is provided for offices and salesrooms on the ground floor, and there will be large storage vaults in the basement with a capacity for about 2,000,000 cigars.

Queen City Tobacco Co. of Jersey City, to deal in tobacco, has been incorporated with a capital of \$50,000, by F. W. Galbrath, F. T. McDermott and John Milton, all of 15 Exchange Place, Jersey City, New Jersey.

Paul Levison, who has for several years represented J. Bernheim & Son, died at his home in this city last week of Bright's disease.

Carl Vogt's Sons are now comfortably located at 176 Water street.

—W. E. Gheen, of Jersey Shore, Pa., who is known to be interested in at least a half dozen leaf tobacco establishments throughout the country, has just written a letter to a Philadelphia friend, from Poteau, Indian Territory, and the letterhead indicates that Mr. G. is also President of the Poteau Coal and Mercantile

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE TOBACCO WORLD

AN OPEN LETTER.

FACTS AND STATEMENTS CONCERNING THE RETAILERS' ASSOCIATION, OF INTEREST TO RETAIL CIGAR AND TOBACCO DEALERS.

A great deal of dissatisfaction exists among the members of the Retail Cigar and Tobacco Dealers' Association of Philadelphia on account of the way the Association's Board of Directors conduct the affairs of the organization. This dissatisfaction, the writer believes and asserts, is not only damaging the association as it exists but is preventing an increase of membership and is preventing an attainment of the ends the association was organized for—the advancement of the interests of the retail cigar and tobacco dealers of Philadelphia. I believe and assert that the present board of Directors is not conducting the affairs of the retailers' association for the best interests of its members, and the trade generally. This belief is founded upon certain facts; in opinions expressed, my views are shared by a large number of retailers and dealers, both members and non members. It is with the object of bettering the association—asking for— even demanding a change for the better, that the undersigned puts forth the following facts:

Two just criticisms are made of the board of directors and president J. E. Tuck. The board, holds "star chamber" sessions and virtually says it is master over the association rather than the servant of the body of men which created it. In matters affecting both the welfare and purses of the members the latter are entitled to a voice in the policy to be pursued by the organization—a right that has been denied them. Where a "clique" intolerantly takes unto itself powers not its own and Czar-like, "runs things" to suit itself, but one result can follow—dissatisfaction and disintegration of the association. The body politic of an association should and must rule.

President Tuck has been dictatorial and taken unto his official self powers that do not belong to him, either under the constitution and by-laws of the association nor under other laws written or unwritten, consented to or denied by association members. Again, the writer asserts, such a line of action is detrimental to the association's interests and unfair and unjust. Here are facts to demonstrate the allegation as to President Tuck's arbitrary methods. The writer, a member of the association, proposed that in June an all-day convention of the retailers' association be held for the purpose of exploiting its aims and objects and securing new members. The main body of association members endorsed

Board of Directors, that body endorsed it also and a Committee on June Convention Business was appointed of which I was chairman. A committee meeting was held and plans prepared for the holding of the June convention. The plans outlined, evidently, did not suit president Tuck as he took steps to influence the work of the committee and have it adopt measures in line with his ideas. I called him up by telephone and informed him of my rights as chairman of the committee and that he had no right to interfere, concluding by saying: "If you intend to interfere you might as well as count me out." Immediately thereafter, without power or right, president Tuck declared the chairmanship of the committee vacant and appointed another chairman. Subsequently, two of the members of the committee, on account of this dictatorial policy, resigned. I did not resign the chairmanship and demanded the office. It was refused me—I was informed I had been "removed." At the regular monthly meeting Thursday night, April 28th, 1904, when the subject came before the association president Tuck openly charged me with "disloyalty."

The writer regrets that much that follows concerns himself personally—but the facts are given rather as a duty than a wish to avoid a publicity more or less thrust upon him by circumstances. Replying to the president's charge of disloyalty, the writer, at the meeting, demanded specific allegations; demanded the names of witnesses against him; demanded that any act of disloyalty upon his part be proven, and declared the charge absolutely false. President Tuck would or could not name or produce accusers; wholly failed to substantiate his charge of disloyalty. After making my report as chairman of the committee on June convention I resigned the chairmanship and also resigned as second vice-president and as a director. I still retain my membership in the association and propose to remain a member unless the action and conduct of the officers kill off the organization.

The association has been justly criticized for its "innocuous disquietude." Its policy has been one of inaction—do nothing. Retailers want and expect a trade association that will do something—that will render them practical benefits and advance their interests. They want no "star chamber" conferences; "machine" government and autocratic ruling. Where was the present association

tous Sunday closing persecution movement? What has it done of any consequence in the struggle against the encroachments of the tobacco trust? In short, of what benefit has it been, or of what benefit is it to be, under present "clique" government, to the retail cigar and tobacco dealers of Philadelphia.

To the charge that I may wish to disrupt the present organization I would reply that it is the privilege of any man to criticize the wrong doing of others. No greater cure for autocracy, as found in trade associations, can be brought forth than publicity—the giving to those interested of all facts bearing upon the case. "Star chamber" government thrives upon secrecy. Injustice is never known unless those misused have backbone enough to uncover evil. Clean consciences and upright men never fear the Light.

I must again express regret for touching upon things affecting me personally. I wish to say plainly, strongly, that I am for and with any organization that is working for the interests of the retail cigar and tobacco dealers of Philadelphia

and have always been in that position. To the charge of disloyalty I am content to say that my record as a worker for the cause of the retailer's interests well known to 7,000 men I do business with and 4,000 I personally know, challenge any man, in the trade—in the city or on the road—to show a record equal to mine of a worker in the cause of the best interests of the retail cigar and tobacco dealers. I stand ready at times to aid the retailers—through the present organization—or should the succumb, through any other that may be formed. For years my work in the cause has been personal work, and will go steadfastly on—association no association. But on behalf of members of the trade entitled to rights they have not received from the present retailer's associations' officers, I want to place the facts here stated before the trade and enter a vigorous protest against future similar methods and demand a thorough reorganization along high grounds be had to the end that retailers will indeed be benefitted and not be the butt of ridicule of the trade community. F. B. ROBERTSON.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
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DISTRIBUTORS WANTED EVERYWHERE

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THOMAS A. WAGNER, Proprietor,
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Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

Michael Hose A.-F. Brillhart
Dallas Cigar Co.
Manufacturers of Cigars and Dealers in
Leaf Tobacco
Dallastown, Penn.

TEXT CUT OFF

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —

VERDICT FOR J. B. CARLE & SON.

The Wisconsin Firm Gains Another Victory for Three Hundred Dollars Worth of Tobacco.

Syracuse, N. Y., May 4, 1904.

The replevin action brought by Levi B. Carle & Son, of Jamesville, Wis., against George Freeman and B. Danow & Son, the latter being bankrupt cigar dealers at No. 120 James street, was tried in Municipal Court before a jury, for a second time yesterday and resulted in a verdict in favor of the plaintiffs, the jury finding that they were entitled to the possession of nine cases of tobacco, valued at \$368.12.

The first trial resulted in a verdict for the plaintiff, but the verdict was set aside by Judge W. G. Cady, who, in his decision wrote that while B. Danow & Son had fraudulently secured the tobacco, it was not shown that Mr. Freeman was a party to the fraud.

The plaintiffs claimed that Mr. Danow got the tobacco just before going into bankruptcy, and did not intend to pay for it. When Benjamin Danow was on the stand yesterday afternoon Attorney E. F. Brown for the plaintiffs asked him if he had intended to pay for it, and he declined to answer, on the ground that the answer would tend to incriminate him.

Mr. Freeman claimed that he had taken a chattel mortgage on seventy-four cases of tobacco which were in his warehouse, while the note given by Danow & Son as security for a loan of \$2000 covered but sixty cases, showing a difference of fourteen cases. The plaintiffs claimed that ten of the fourteen cases were those sent here by Carle & Son, and were not included among those given as security for the loan.

CINCINNATI SHIPPERS ARE LEARY.

Independent Dealers Say They Will Pay More if Tobacco is Handled on the Breaks.

Cincinnati, May 6, 1904.

Tobacco shippers have declared a war and the outcome of the fight is awaited with interest.

This is the decision of a coterie of warehouse shippers, who held a secret conference at the Dennison Hotel last week.

Options have been secured on tobacco in dealers' hands at various prices, generally at low figures. The dealers now claim they were taken advantage of and gave options by misrepresentations of the trust agents.

LEGAL ADVICE SECURED.

Brilliant legal advice has been secured, including a prominent Kentucky attorney, who declares the contracts given by the plug combine are not worth the paper they are written on.

It is rumored that leading independent manufacturers are behind this move for self-protection. They claim they want all this tobacco—that is, last season's crop—now in temporary possession of the trust, to come in the market in the regular way, so that they can compete for it.

WOULD PAY MORE.

They say they are willing to pay more

paid under the alleged contracts, and can use to good advantage fully 35,000 hogsheds, regardless of the price.

It is known that several prominent shippers have flatly refused to put a price on their tobacco, at the behest of the agents, and openly express their intention of shipping the tobacco to the breaks and allowing the anti-combine factions a chance.

SAYS MORE IS EXPECTED.

One of the combine agents is said to have stated that he expected just such a move, and he added that investigation of the law leaves his people powerless to combat the contention.

Great excitement prevailed in the local market when it became known that a fight is to be inaugurated by the shippers.

NORFOLK MERGER.

L. W. Davis & Co., Todd & Schlegel and Hall Tobacco Co. Combine With Capital of \$150,000.

Norfolk, Va., May 7.—There has been a consolidation of the leading wholesale tobaccoists of Norfolk. The houses in the merger are the L. W. Davis Tobacco Company, Messrs. Todd & Schlegel and the Hall Tobacco Company, and the company will have, it is announced, a capital of from \$125,000 to \$150,000. The name of the company will be either the Norfolk Tobacco Company or the Southern Tobacco Company. L. W. Davis, of Norfolk, is president; F. A. Davis, of Baltimore, vice president; C. E. Hall, secretary, and J. H. Schlegel, treasurer.

The merger interests include the Norfolk houses mentioned and the firm of F. A. Davis & Co., of Baltimore. The object of the combination, it has been stated, is to do away with a slaughter of prices that has been in progress among the houses which do a large volume of business in Virginia and North Carolina.

The firm of F. L. Farant & Co., of this city, did not enter into the merger, preferring to continue business alone, as they have done for the past quarter of a century.

The merged company has offices at the Davis stand on Water street, with the hall store across the street as a storage house. As soon as some minor details are arranged the company will occupy one large building somewhere in the wholesale district.

TOBACCO SPECULATION SCENTED.

Member of Parliament Hints that They Speculated in Tobacco.

London, May 4.—Quite a breeze was raised in the House of Commons Tuesday during the discussion of the budget resolution increasing the duties on tobacco and cigars by Reginald McKenna (Liberal), who insinuated that the chancellor of the exchequer (Austen Chamberlain) had been influenced by the tariff commission of his father, Joseph Chamberlain, and a certain tobacco merchant who would reap the direct benefit from an increased duty on stripped tobacco.

Mr. McKenna remarked on the extraordinary increase in the importation

representative of the tobacco trade, who is a member of the tariff commission.

Both the chancellor of the exchequer, Austen Chamberlain, and his father jumped up and heatedly demanded that Mr. McKenna should formulate his charges in express terms.

Mr. McKenna then disclaimed the slightest intention of imputing anything dishonorable to the chancellor of the exchequer, but he maintained that it was remarkable that a member of Mr. Chamberlain's commission correctly anticipated what the budget proposals were going to be.

TRADE CHANGE AT SAN JUAN P. R.

The tobacco and cigar business heretofore conducted in San Juan, under the name of H. W. Dooley & Co., has been disposed of to the Cayey-Caguas Tobacco Company, and the retail store will be closed out. However, the American Grocery will carry a full stock of cigars manufactured at the Caguas factory.

CUBAN LEAF IN TEXAS.

The Lavaca County Tobacco Company has been formed at Hallettsville, Tex., with F. Simpson president, and William Blakeslee secretary. A contract has been made with C. J. Hudgins, of Pensacola, Fla., to superintend the planting, cultivating and curing of the crop of tobacco for the company. About 35 acres will be planted in Cuban tobacco and a few acres in Sumatra wrapper. It is thought that about 75 or 100 acres will be planted in Cuban tobacco within ten miles of Hallettsville.

CIGARETTE HABIT IS GROWING.

Some American women, according to a London letter writer, are becoming adepts at smoking. While they frowned upon the habit in London society for some time, they have been brought around to it, and now in the fashionable West End restaurants many of them may be seen daintily puffing on gold-tipped, aromatic Turkish or Egyptian cigarettes, chatting with their escorts at the little dimmers that society here delights in after the play.

W. C. JACKSON
Manufacturer of

♦ Fine Cigars ♦

East Prospect, Pa.

Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

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Trade Directory
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Ready Reference

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Samples cheerfully submitted upon request.

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LEAF TOBACCOS
Light Conn. Wrappers and Seconds
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SUMATRA and HAVANA
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Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
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LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
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LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
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1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco

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LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United
Phones
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. **LANCASTER, PA.**

The Gilt Edge
Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
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Daily Capacity, Five Thousand Boxes.
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are the finest product of the kind
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Factory Representative for Pennsylvania.
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PACKING HOUSES:
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Milton, }
Albany, }

PACKERS OF LEAF TOBACCO

Reading, Pa.

WIS.
TELEPHONE
CAPACITY 10,000 CASES

J. E. SHERTS & CO.

Manufacturers of

High-Grade
Seed and Havana

CIGARS

Lancaster, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA

10¢

MANUFACTURED BY **A.B. CLIME** TERREHILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFES CHOICE
POINTED ARROW SHARP KNIFE
5¢

VAMPIRE

OUR LETTER FROM HAVANA.

(Concluded from page 11.)

ready over 1000 bales of new Vuelta Abajo and Partido, some of which are almost ready to be worked.

Aixala & Co. are working with full forces in their several escojidas, and the first 200 bales of Partido have just arrived.

Jorge & P. Castaneda are said to have made contracts for 1200 bales of their fine Tumbadero packing at San Antonio de los Baños to be delivered when packed.

Receipts of Tobacco from the Country.

	Week Ending	Since
	Apr. 30.	Jan. 1.
Vuelta Abajo	891	6,997
Semi Vuelta	17	247
Partido	1,645	6,146
Matanzas	—	112
S. Clara & Remedios	166	5,447
Santiago de Cuba	—	242
Total	2,719	19,191

Bright Prospects in Reading

Cigar Factories in that Division Number 228—New Ones Recently Licensed

Reading, Pa., May 9, 1904.

Prospects are brighter for Reading from all indications. Deputy Revenue Collector, F. W. Crunston, has given out some interesting information. He states that there are now 228 cigar factories in his division of the First District, of which several were recently licensed, as follows: Jonas Gift, at Friedensberg; Thos. L. Hemig, at Sinking Springs; Wm. J. Noll, at Robesonia, who succeeds W. J. Neff; Wm. M. Snyder, has opened a factory at 151 W. Oley street; and J. W. Wenzel one at 233 South Ninth St.

E. E. Kahler has secured a new broker at Chicago who will handle Mr. Kahler's line among wholesale and jobbing houses. He has been in the trade for twenty years.

Yocum Bros. are a little busier than they have lately been, but are not yet working with as large a force as can be placed in their factory. They had reduced the number of their cigarmakers some time ago.

The Fleck Cigar Company is working steadily. Mr. Chas. Fleck is making frequent trips through eastern Pennsylvania and the coal fields where they have a good trade. Mr. Dan Fleck covers western Pennsylvania, and will shortly make another trip through that section.

M. Steppacher is placing his union goods in Chicago and other western points through a broker, who was re-

cently added to the selling force of this factory.

John Roth, on Penn street, has lately experienced some improvement, it having been dull with him for weeks.

W. H. Redcay is getting his union goods pretty well scattered about among local retailers.

One of the most attractive displays of pipes that Reading folks have perhaps ever seen was made in Breneiser's show window, on both the Seventh street and Penn street sides, last week. It was attractive not only for its unique arrangement, but also for the display of so large a variety of styles and quality.

Claude B. Stapp, who employs about a dozen hands at 222 Pearl street, is working steadily, and has some orders booked ahead for future delivery.

The Penn Cigar Co. has also added a couple of additional hands.

Howard Sitler has associated himself with Sam. Hantsch at Fourth and Penn streets, and the firm name will be Hantsch & Sitler.

The Nagle & Neithamer Cigar Co., known as the N. & N. Cigar Co., has acquired the property at 17 North Eighth street and will occupy it permanently. They are getting their goods on the market in quick time for a new concern.

DELAWARE TOBACCO CO. FULLY ORGANIZED.

The Delaware Tobacco Co., which was chartered in Wilmington on April 25, has now been fully organized, and the officers and directors are as follows: President, E. A. Davis; First Vice President, F. L. Le Compte; Second Vice President, D. W. Worley; Secretary, Wm. H. Berger, and Treasurer, Harry Kenyon. E. A. Davis, F. L. Le Compte, Robt. Kenyon, W. H. Berger and D. W. Worley, constitute the board of Directors. The warehouse at 105 and 107 East Third street has been secured as a permanent headquarters.

HONOLULU DIFFICULTIES.

Creditors of the large cigar concern of David Lawrence & Co., Ltd., at Honolulu, H. I., in bankruptcy, are taking action toward having the business carried on for their benefit. Wade W. Thayer, trustee, presented a petition to have this arrangement allowed in the United States District Court. It is said to be a peculiar thing to ask for, under the bankruptcy statutes, and Judge Dole took the matter under advisement.

AMERICAN EMPIRE

10 CENT

F. & C. CIGARS

MANUFACTURERS OF HAND MADE

FACTORY NO. 12
1ST DISTRICT, PA.

READING, PA.

EL VOLCANO

5 CENT

Fire in Lancaster Warehouse

Incendiarism Probably Used to Cover Robbery—Changes in the Collector's Office.

Lancaster, Pa., May 9, 1904.

The local leaf men are still having dull trade in old seed goods, although during the week some samples were sent to western inquiries of Ohio tobacco packed by Lancaster packers, and altogether a better trade is generally anticipated. Several of our local packers attended the auction sale in Philadelphia last week, but made only small purchases.

The announcement that the next annual convention of the National Cigar Leaf Tobacco Association was to be held in Lancaster, has been received with general satisfaction, and it is believed that this action will greatly stimulate and strengthen the local board which has become rather apathetic of late.

The Lancaster County Tobacco Growers' Association will meet this afternoon, and reports are expected from different sections indicating the possible acreage this year.

An attempt was made last week to destroy the warehouse at N. Duke and Chestnut streets which has several occupants. It is a three-story and basement brick structure, and up to January 1, 1904, one-half of it was occupied by Walter S. Bare, who removed to Lititz, and the other half by B. M. Mowery & Co., who are closing out their stock and retiring from business. The portion previously occupied by Bare is now used by W. R. Cooper, who took possession January 1. The former B. M. Mowery & Co. half is now virtually occupied by E. Bach & Sons, although B. M. Mowery & Co., and others had some goods stored there, in addition to some stock of E. Bach & Sons, whose business here is in charge of B. M. Mowery. It was in this end of the building that the fire was discovered, and by the timely arrival

of firemen, they succeeded in keeping it confined to that end of the building, but the volumes of smoke and the flooding of the basement with water did great damage to the stock, and entails a considerable loss. The building contained about 2,300 cases of tobacco, of which about 1,000 cases belonged to Bach & Sons, 300 to B. M. Mowery, all in the Mowery end of the building, and in the Cooper end 1,000 cases, of which a couple of hundred were stored for other people. E. Bach & Sons are said to have no insurance, but the others were insured. —Cooper for \$19,000; Mowery & Co. for \$12,500, and Isaac Stirk & Co. for \$7,500.

Investigation has revealed the fact that a quantity of Sumatra had been removed from the premises, and it is now believed that the building was fired for the purpose of covering a robbery. The entire stock is practically rendered worthless by the smoke.

Stumpf Bros. are now in possession of their new factory building at 715 Manor street.

Some good sized orders have been lately booked by A. P. Snader, at Ephrata, and the factory is again assuming much cheerful activity.

Revenue Collector Hershey made a number of changes in his office force at Lancaster as follows:

Levi L. Kreider, clerk in tobacco department, to succeed Deputy Collector Thomas L. McGowan, Christiana, resigned; Forrest M. Heidelberg to succeed Kreider; Henry Hartley, Lancaster, to succeed the late Charles H. Geiger, deputy collector, Quarryville.

Collector Hershey reports the following output of cigars for the Ninth district for the month of April: 57,228,900. In March, 1904, it was 61,299,000 and in April, 1903, it was 63,685,500.

This shows a decrease for April as compared with March, of a little more

than 4,000,000, and as compared with April of 1903, the decrease is 6,457,000.

With the warm weather the seed beds are making remarkable progress, and planting can begin in short order if the warm weather continues for any time at all.

S. R. Moss has again returned to his desk after a several weeks sojourn at French Lick Springs, Ind. He feels much benefited.

Joseph Goldberg, of Kramer & Goldberg, has been lately entertaining Mr. and Mrs. S. L. Goldberg. Mr. S. L. Goldberg is the senior member of the Havana importing firm of S. L. Goldberg & Sons, New York and Havana.

Cigar manufacturers in different sections of the county are finding various conditions of trade, but nearly all could handle more business than has been coming their way since New Year.

In and Around York.

An Improvement Noted All Along the Line—Trade Notes Gathered in Different Sections.

York, Pa., May 9, 1904.

This county has experienced a dull spell this spring that was of unusual length and severity, with practically no business of any consequence for the cigar trade. Of course not so many of the factories closed down entirely, awaiting developments, but nearly all were working as small forces as possible and curtailing operations in every way. But lately there has been an improvement; quite a number of orders are reaching factories in this section, and it is now believed that an actual and lasting improvement has set in. Visiting leaf salesmen are more satisfied with their visits, indicating that they perhaps are beginning to meet with better business, and our local dealers and jobbers are also doing a larger volume of business. Considerable interest has been aroused

among the cigar manufacturers and others at Yoe, concerning a proposed trolley line extension to take in the town. The York County Traction Company's line now runs from York to Windsor, through Dallastown and Red Lion, and that Company is being urged to extend its line to Yoe, and in fact surveyors have been over the proposed route, and there seems every reasonable prospect of the project going through. It would undoubtedly be of great benefit to the town of Yoe, with its numerous cigar factories and other industries.

About 100,000 pounds of York county leaf tobacco was sent to Lancaster last week by a local buyer, and will be packed in Lancaster warehouses. The Penna. Cigar Co., of York, report a good trade, and in fact that they have been compelled to cancel some orders on account of insufficient hands.

SPRY.

Wm. F. Berger, of Spry, also reports orders ahead sufficient to keep his factory busy for some time, and there are many indications of this activity about his place.

Eli Henry, of Spry, cigar box manufacturer, is quite elated with the improvement in trade conditions which he has experienced during the past ten days. He opened his factory here a little more than a year ago, and has had a very satisfactory business.

BITTERSVILLE.

Henry Frey, a cigarmaker of Bittersville, willfully shot one Sam'l Smith, at the general merchandise store of that place on Saturday last. A part of Smith's jaw bone was shot away. Chas. Snell, a clerk in the store, undertook to act as peacemaker, and was also shot through the left lung. No hopes for his recovery are entertained. Frey has so far made good his escape, although the country is being searched by an armed posse.

DALLASTOWN.

The great competition which has been

Choice of the Market

10¢

5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.



MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H.S. SOUDER
MAKER OF
CIGAR BOXES
LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

created in the cigar manufacturing industry has at least resulted in a marked improvement in the methods which today have to be employed to enter into the competition successfully. The plant occupied by the Dallas Cigar Co., at Dallastown, is no doubt one of the most complete in the county. It is located in what is known as the "Hose Building," which immediately adjoins the building occupied by Mr. Michael Hose, individually, as a cigar box manufacturing establishment.

The building is a three-story brick structure, of which the first floor is used for mercantile purposes, and the upper floors are devoted to the needs of the Dallas Cigar Company, and are equipped with modern facilities for handling a good volume of business. With Mr. Hose is associated Mr. A. F. Brillhart, an energetic and thoroughly practical cigar man, and the firm is represented in the trade by Mr. Gus. Neuwahl, a widely known salesman, who has spent 25 years on the road, and who is possessed of more than usual activity. The firm employs quite a good force of cigarmakers.

Mr. Hose, who is one of the best known men of Dallastown, is also interested in numerous other enterprises. He is a prominent stockholder in the Dallastown National Bank, and for over twelve years has been a director in the Drovers and Mechanics National Bank of York.

The office management has been placed in the charge of his son, Emery Hose, who has become quite an expert in accounts and is handling the matters which come before him with wonderful ease and celerity, being fully cognizant of the responsibility which has been placed upon him.

E. S. Sechrist, of Dallastown, is very busy, and including the hands employed in outside factories which are making up goods for him, he has altogether a force of nearly eighty people at work. He is at present making regular shipments on an order for 2,000,000 cigars recently received.

John W. Minnich attended the auction sale in Philadelphia last week, but made no purchases.

The Union factory of P. C. McCoy, has lately booked some new orders for its product, enabling them to work its regular force steadily.

RED LION.

Holtzinger & Seitz, at Red Lion, who succeeded Haines & Holtzinger as cigar brokers, have opened their own cigar factory, and are also controlling other independent factories.

J. Fred Holtzinger, the senior member of the firm, is the general financial and business manager, and his wide experience as a traveling man, and the ac-

quaintances which he has made in the trade, have already proven most valuable to the house.

W. H. Seitz is in charge of the manufacturing department, and as an experienced hand at the business has already brought out some very attractive packages in style. The quality has been approved by a number of distributors among whom their goods have been placed, and duplicate orders are arriving much to the satisfaction of the firm.

Among the brands owned by them and which are being rapidly popularized are the Don Segno, Regal Duke, and Gov. Wright, all 5 cent goods, and which are made their leaders in that class of goods.

With the energy and vim that is being displayed by this firm there is every reasonable assurance of a gratifying success to crown their efforts.

Miller Bros., cigar box manufacturers, have bought a tract of poplar timberland containing 60 acres, at Mount Washington, Md. The tract is expected to yield a million and a half of lumber for the manufacture of cigar boxes. John Miller, the junior member of the firm, will superintend the work at the tract. In the meantime a drying kiln will be erected here. The staining and graining of the lumber will also be done here, thereby giving employment to a number of people.

John W. Shindler has sold his cigar factory, in the rear of First avenue, to Miller Bros., cigar box manufacturers. Mr. Shindler has bought a plot of ground from C. Meyer, corner of First avenue and Charles street, upon which he will begin operations soon for a large cigar factory.

A new building is also being erected for cigar manufacturing purposes by L. J. Smith & Co. at Red Lion.

Trade-Mark Register.

OUR FUTURE. 14,447
For cigars. Registered May 6, 1904, at 9 a m, by Saml. A. Sopher & Bro., Baltimore, Md.

EL PARENTO. 14,448
For cigars, cigarettes, cheroots and stogies. Registered May 6, 1904, at 5 p m, by Henry Bernstein, Philadelphia.

CLEVER KIDS. 14,449
For cigars, cigarettes and cheroots. Registered May 7, 1904, at 9 a m, by H. Schumacher, Cincinnati, O.

CLEVER KIDS OF OURS. 14,450
For cigars, cigarettes and cheroots. Registered May 7, 1904, at 9 a m, by H. Schumacher, Cincinnati, O.

PHILHARMONIC. 14,451
For cigars. Registered May 9, 1904, at 9 a m, by H. H. Roland, Reading, Pa.

REJECTIONS.
Tisit, Red Feather.



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.

Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,



J. F. SECHRIST,
Proprietor
Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars

LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.



Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine
Seed & Havana
Cigars

Joe F. Willard is Our Popular Leader.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,

MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

M. H. Clark & Bro

Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
{ Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...

If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The heavy rain of the past week had a tendency to retard rather than to force the growth of the young tobacco plants. No, I have not forgotten my arguments for a copious supply of water, but I would rather supply this water to the beds artificially, having warm sunshine and the glass to hasten the growth. Yet on the whole I think the rain that we had will be beneficial, especially to grass. But a tobacco farm of the valley is not a grass farm. But the rain has made the care of the tobacco beds imperative; for the season is now well advanced, and the plants are not large enough to think of setting them before May 20-25. That date is a little slow for some of our growers, and I hear the date of May 15-20 talked of by some in this section of the valley. But I am inclined to think that from May 25 to June 5 is fully early enough to avoid the late frosts. Every year we hear of some grower having from one to three or four acres frosted in the field after setting, and as a general thing I think that June set tobacco is superior to May tobacco. We, in Massachusetts, are at least one week ahead of the growers in Connecticut in getting our tobacco set out. The people of the latter state very safely count on at least ten days longer run before the fall frosts. Consequently fewer glass frames are used in Connecticut, and more cloth covering and more brush covered beds, as it used to be in this locality. But whatever the grower does in Connecticut, we in Massachusetts must get a hustle in order to have many plants started in the month of May. If the weather comes suddenly warm, or, as most people express themselves, "hot," look to it sharp and not get the plants burned; have some blocks about 8 inches long, go along the upper side of the bed, raise about every third sash, and place one of the short blocks on top of the frame, thus keeping a good circulation and allowing the hot, damp

air under the glass to escape. This plan, I think, is better than the usual custom of raising the sash and turning it to the right or left. It insures the more speedy closing of the bed if a shower or heavy wind should come up.

Our correspondents write:

North Hatfield, Mass.:—"Eurotus Morton, 100 cases to Bock at private terms."

Conway, Mass.:—"No sales heard of. Tobacco plants look the smallest and the most scattering that I have ever saw

KLEINBERG'S

"**ehico**"

KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.

Manufacturer of
Fine and Common **Cigars**

Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street
NEW YORK

Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

"STAR" STOGIES

are Stogies in shape only; otherwise, they are built on entirely different lines from any Stogies ever produced.

They are filled with long leaves of selected tobacco, reaching from end to end, and smoke "Easy as breathing."



The preparation of this tobacco is identically the same as of that used in the finest cigars. They are put up in convenient boxes, containing 5 for 10 cents, which prevents any breakage.

If you smoke cigars which cost 5 cents, 10 cents or two for 25 cents, don't imagine because

"STAR" STOGIES

cost less, that they won't suit you. The fact is, many millionaires give them preference over any other smoke. Surely, not because they are

5 for 10 Cents

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN--LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.



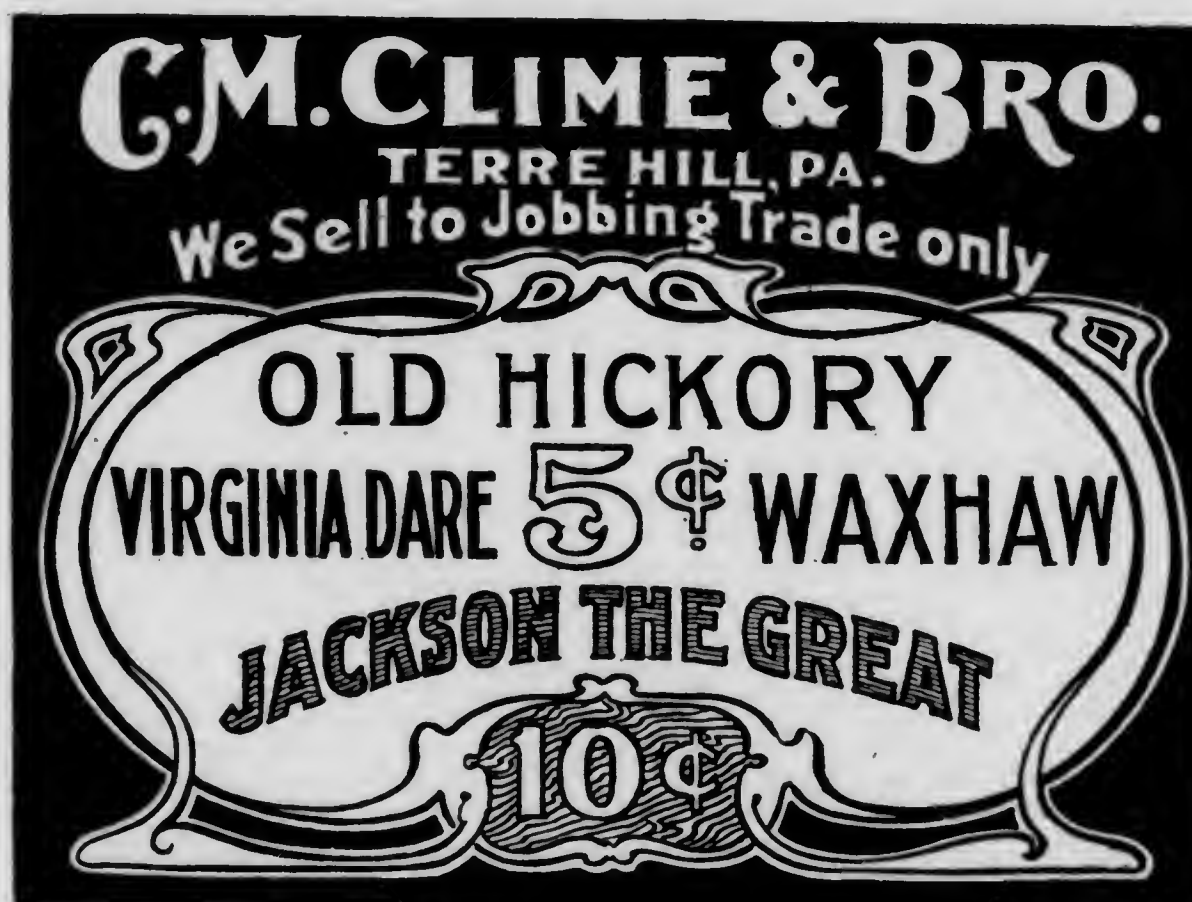
R. E. JACOBY

Wholesale
Manufacturer of

High Grade
Seed and Havana

Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

them at this time of the year, but they will grow fast now if it comes off warm." Hatfield, Mass.:—"There have been no sales to report this week. The farmers are very busy drawing manure and fertilizers for the 1904 crop; about the same acreage this year as in years before. Plants not large, but most beds are well stocked and plants look healthy." East Whately:—"Charles E. Waite sold 12 acres, assorted and packed, at private terms. L. F. Graves sold about 70 cases, assorted and packed, at private terms; also a lot, probably less than one acre, shade grown Sumatra."—American Cultivator.

EDGERTON, WIS.

A moderate buying of the tobacco crop continues in most of the growing sections of the state. It is generally believed that better than two thirds of the crop has been absorbed and the present rate of buying is fast reducing the balance. Low prices of course furnish the incentive for the movement and while growers are anxious to dispose of their holdings it is likely to continue. Sales coming to notice, giving the range of transactions, are:

Oscar Bros., 24cs at 6, 3 and 1c asst.
Ole Stark, 3a at 6, 3 and 1c asst.
R. Bingham, 6a at 6 1/4 and 1c bl.
O. Stinson, 6a at 6c
T. S. Doan, 5a at 5c
Geo. Ingram, 4a at 4 1/4 and 1c.
D. Gammon, 3a at 4 1/2 and 1c.
Wm. Cox, 3a at 4 1/2 and 1c.
T. S. Doan, 16cs '01 at 8 and 3c.

O. H. Holton sold a car load of '03 leaf to Conway & Hubbell at 5 1/2c. Phil Ullius sold 50cs asst. to Brill.

There is but little doing at present in old leaf. Conway & Hubbell report the sale of 50cs of '02 low grades.

Warmer weather has arrived and the plant beds are doing better. The earlier sown seed is already showing young plants.

Shipments, 748 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. BOALES.

Receipts for the week were larger,

both in hogheads and loose. Prices on the loose floor were better. Lugs, 2 1/2 to 3 1/2c; Leaf, 3 1/2 to 7c, with good demand and more buyers than at any time this season. Hoghead sales were light, but the inquiry was good. Old stocks of heavy dark, all grades, are about 650 hhds. Holders are firm and asking an advance on previous prices, 1/2 to 1c as to quality. Planters are making small efforts for new crop—low prices and the scarcity of labor preventing the usual effort. The present prospects are only for 50 to 60 per cent of a crop. The first public break sale will come off on the 18th inst., when orders are expected to be with the brokers.

Old tobaccos—Short Leaf, 5 1/4 to 6 1/4c; Long Leaf, 6 1/2 to 8c for Common to Good.

Receipts for the week, 335 hhds; for the year, 1,775 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in April were 1,619 hhds.
Sales " " " 773 " "
Shipments in " " 1,438 " "
Total stocks May 1, " 4,043 " "
Buyers' stocks, 570 hhds; Sellers' stocks, 4,073 hhds.

Our receipts this week were 637 hhds; offerings on the breaks, 7 hhds; total sales 289 hhds.

Market steady without material change in prices.

We have had a week of warm growing weather and the plant beds show the effect of the favorable change. The western stemmers are meeting the proposed change in the British Tobacco duties by reticating their unstemmed stocks and drying them, without much disposition to increase their purchases. It costs nearly as much to retie as it does to stem. We quote:

QUOTATIONS:	
Low Lugs	\$3.00 to \$3.25
Common Lugs	3.25 to 3.50
Medium Lugs	3.50 to 3.75
Good Lugs	4.00 to 4.25
Low Leaf	4.25 to 4.75
Common Leaf	5.00 to 5.50
Medium Leaf	6.00 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 11.50

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A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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Established 1877

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Original "Linde" New York Seed Leaf Tobacco Inspection

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CIGAR MOLDS

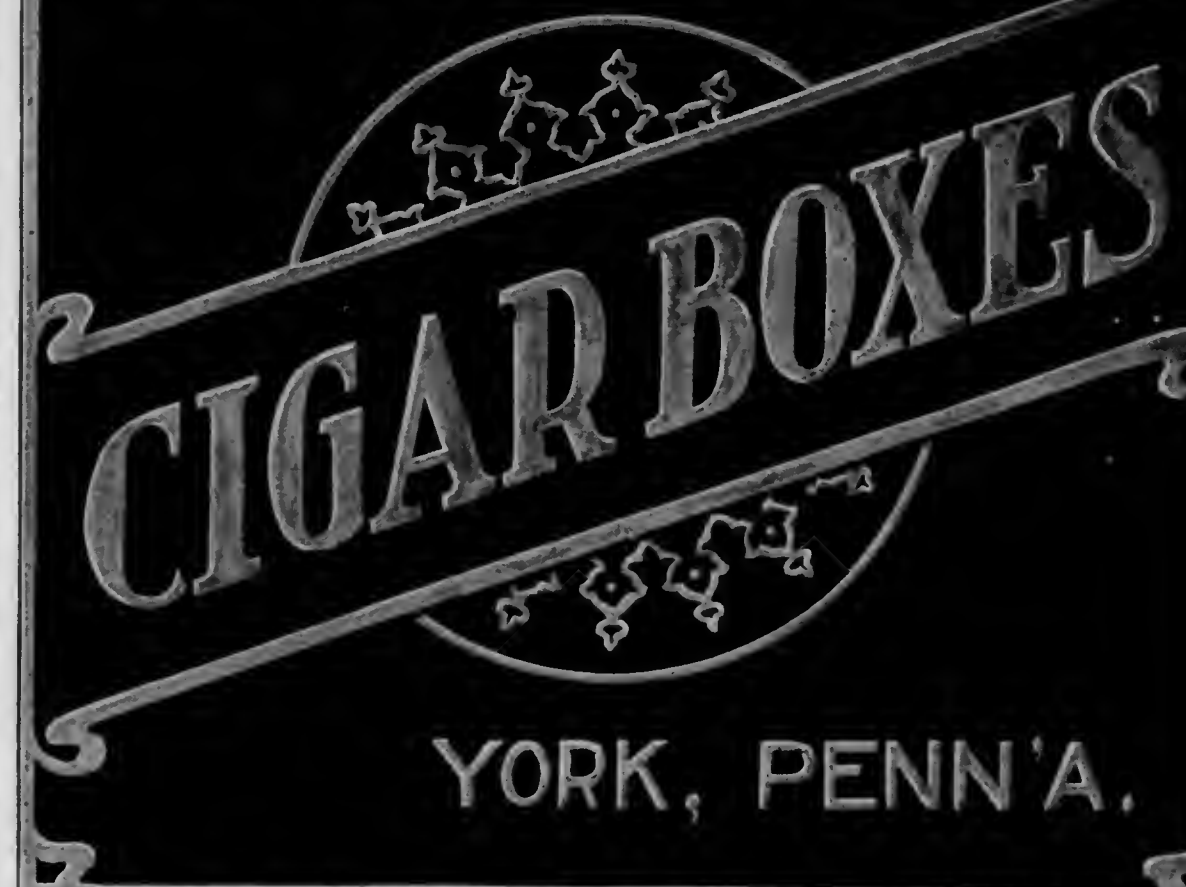
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We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

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Are All the Rage.

We have them in large variety. Send for Samples.

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LEAF TOBACCO BROKER

Home Address: "Boales," U. S. A.
The Arnold's No. 6 Tobacco Club. Hopkinsville, Ky.

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CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

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Washington, Pa.

JOHN SLATER & CO.
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Barnesville Cigar Co.

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High Grade Stogies

Long and Short Filler.

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CRYSTAL		CHERRY RIFE

Jobbing Trade solicited Write for Samples.

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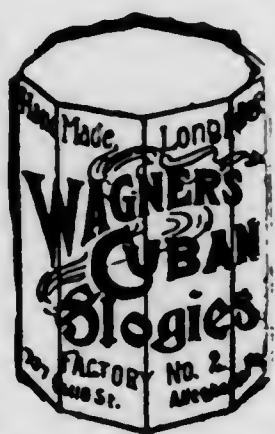
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CUBAN STOGIES

MANUFACTURED ONLY BY

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The Cigars You Want

at

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Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
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JOHN E. OLP,

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Business Changes, Fires, Etc.

Connecticut
Bridgeport—D. D. Smith, et ux, cigars,
etc., warranty, deed.

New Haven—Chas. Helfand, cigarette
mfr., received warranty deed; gave real
estate mtge., \$2,500.—C. B. Wirz,
cigars, received warranty deed; gave real
estate mortgage, \$3,800.

Delaware
Wilmington—Harry Kenyon, cigar and
tobacco jobber, business absorbed by the
Delaware Tobacco Co.

Idaho
Idaho Falls—Saltgaver & Co., cigar
mfrs., removed to Nampa.

Illinois
Chicago—B. Spitzer & Co., cigars and
tobacco, out of business.—Gottfried
Vokoun, cigars, chattel mtge., \$1,000.
Rockford—Newcomer & Miller, cigars,
sold out.

Indiana
Fort Wayne—H. G. Humbrecht, cigar
mfr., real estate mtge., \$1,500.
Pendleton—J. D. Williams, cigars, etc.,
real estate mtge., \$600.

Maine
North Vassalboro—H. S. Wheeler, ci-
gars, etc., real estate mtge., \$100.

Maryland
Baltimore—John P. Pleasants & Sons,
commission tobacco, dissolved; John
Pleasants continues the business, under
the old firm name.

Massachusetts
Boston—Christopher Brannum, cigars
and tobacco, chattel mtge., \$175.
Springfield—Geo. W. Graham, cigars,
etc., notice filed of foreclosure of chattel
mtge.

Worcester—Anthony K. Smith, cigar
mfr., chattel mtge., \$500, renewal.

Michigan
Detroit—Hutton Bros., cigar mfrs.,
chattel mtge., \$175, discharged.—
Frank E. McDonald Cigar Co. (Lim.),
trust chattel mtge.

Montana
Billings—W. B. George, cigars and
tobacco, sold out.

Nebraska
Omaha—A. J. Sherret Cigar Company,
amended articles, cap. stock, \$50,000.

Weeping Water—Chester C. Ralston,
cigar mfr., sold out to S. S. Hutchings
and removed to Colorado.

New Jersey
Jersey City—Edward Krause, cigars,
etc., sold out.

New York

Albany—Huth & Cox, cigar mfrs., fire
damage

Newburgh—John A. Greene, cigars,
etc., out of business.

New York City—P. Rosenberg, cigars,
etc., fire damage.—M. Stachelberg &
Co. (Inc.), cigar mfrs., discontinued in
New York City.—E. G. Toel & Co.,
exporters of tobacco, dissolved; business
continued by Wessels, Kulenkampff & Co.

Saratoga Springs—Ernst Bros., cigar
mfrs., judgment, \$154.

Troy—Mrs. Nellie Gorman (James J.),
cigar mfr., judgment, \$1,562, sheriff in
possession.

Oregon
Eugene—F. C. Potts, cigarmaker, fire
damage.

Pennsylvania
Philadelphia—Fitzgerald & Fletcher,
cigars and tobacco, dissolved; Thomas
Fitzgerald continues.—Vicente Portu-
ondo, cigar mfr., declared a bankrupt.

Reading—John L. Goodhart, retail ci-
gars, etc., succeeded by Goodhart Cigar
Co. (Inc.).

Stouchsburg—Geo. M. Zeller, cigars,
etc., satisfied judgment, \$500, against
him et al.

South Carolina
Florence—Graveley & Pitt, leaf to-
bacco, burned out; insured.

Virginia
Alexandria—B. B. Smith, mfr. and
wholesale cigars and tobacco, released
real estate mtge., \$2,250; real estate
mtge., \$2,800.

Washington
Spokane—F. D. Shaw, cigars, etc.,
deed, \$4,850.

Wisconsin
Fond du Lac—D. C. McGregor & Co.,
wholesale and retail cigars, succeeded by
McGregor & West.

PATENTS RELATING TO TOBACCO, Etc.

758,617 Match making machinery;
Almon B. Calkins, Nutley, N. J.

758,618 Match making machinery;
Almon B. Calkins, Nutley, N. J.

758,765 Machine for the treatment of
tobacco leaves; Gustave A. Marier,
Montreal, Can.

758,771 Match box; Max Neumer-
kel, Hoboken, N. J.

759,190 Tobacco hoisting apparatus;
Charles E. Pope, South Hadley, Mass.

36,903 Design—Smoker's set, John
M. Huffer, Kansas City, Mo.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale



**PARMENTER WAX-LINED
COUPON CIGAR POCKETS**

Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

Glycosine B **BEATS ALL**

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars

Headquarters for **VANILLIN, COUMARIN,**
TOBACCO and FRUIT FLAVORS.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, **NEW YORK.**

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

Patents Caveats, Trade Marks,
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1000 Drott Building. WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS
SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

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IMPORTERS OF PHILADELPHIA

Rabell, Costa & Company, TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara
Manrique 199,
HAVANA, CUBA.

Cable Address: RABELL.
Post Office Box, 117.

CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
RIBBONS,
and
CIGAR
MANUFACTURERS'
SUPPLIES.

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Manufacturer of

CIGAR BOXES

South Ninth Street,
Akron, Pa. Telephone
Established 1883. Connection.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

The Best Possible Goods for the Least Possible Money

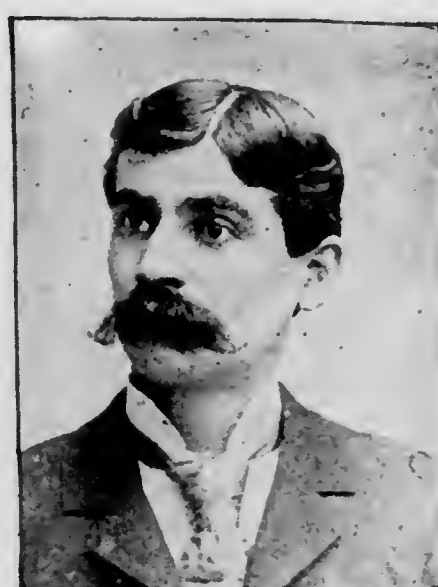
A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
**High
Grade
CIGARS**

All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring

Used.



Communicate with the Factory.
We Can Save You Money.



ESTABLISHED IN 1881
Vol. XXIV., No. 20.

PHILADELPHIA, MAY 18, 1904.

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Single Copies, Five Cents.

A SUMATRA SAVING

We have some SUMATRA---Nice Medium Color,
Good Burner and a few Spots, Large
Yield, First Size,

Usually Sold at . . \$3.00 per pound
Our Price, . . . 2.75 " "
Your Saving,25 per pound

Try a few pounds as a Sample.

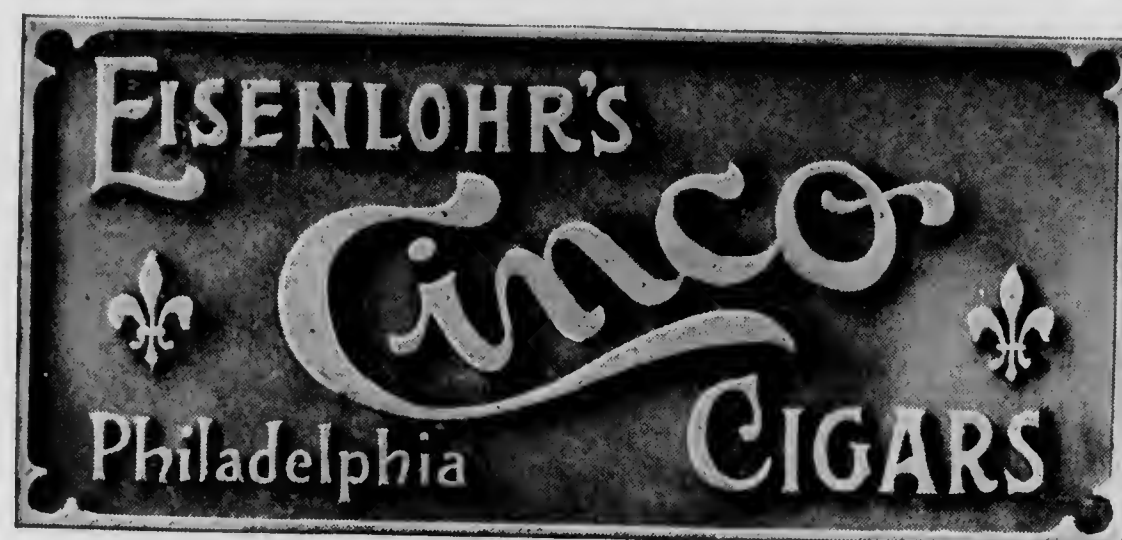
Not more than One Bale to One Customer.

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers of

Cigar Leaf Tobacco,

23 North Third St., Philadelphia.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
210, 212, 214 North Broad Street,
Philadelphia.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
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Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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Philadelphia Cigar Factory
W. K. ROEDEL CO.,
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I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade
Medium
Priced
Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Fair Leader.



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224 Arch Street, Philadelphia.

JAY V. KROUT, H. C. MC MANUS,
Pres't and Gen'l Manager. Sect'y and Treas.
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The Warfare of Business.

BUSINESS is warfare. It's a hard, constant fight to the finish. The moment a contestant enters the field of commerce he is challenged by a host of competitors. All his movements are disputed and opposed by those already in possession of the field. He must fight to live. He must conquer to succeed. So it is that a man of business is like a soldier of a regiment. And like the well-trained soldier who delights in the clamor of battle, the enterprising business man is eager for the struggle of competition. He likes the excitement of contending for supremacy. He delights to overcome those who oppose him and he finds genuine pleasure in outwitting his rivals. It is this spirit of rivalry that sharpens a man's intellect and spurs on his energy. And unless a man is possessed of this desire to overcome, to surpass, to stand first in his line, he can never hope to carry the day, he will never succeed in the fight.

Profit, which is the reward of industry and ability in business, is not the sole object and consideration that actuates the really successful man. The love of gain cannot inspire him to the highest endeavor. There must be something greater, something more enduring to call forth his supreme efforts and satisfy his ambition. And that is something in the same spirit that is possessed by the men of war who go into battle to do or die—who fight to win and forget all else.—S. W. P. in Stoves and Hardware Reporter.

Trading Stamps in Ohio.

THE Douds Anti-Trading Stamp bill which prohibits the use of Trading Stamps within the State of Ohio was passed by the lower house of the General Assembly. The bill is a strong one

and if it will stand the test of constitutionality, it will effectively free the state from the Trading Stamp pest. Similar bills, however, have been passed in other states only to be declared unconstitutional when an attempt was made to enforce them. It remains to be seen whether or not the Ohio law will "stick." The following is an abstract of the Douds Bill.

It prohibits any person or company engaged in any trade, business or profession to issue or sell any stamp, trading stamp, check, ticket, coupon or other similar device, which will entitle the holder thereof on presentation either single or indefinite number to receive either directly from the vendor or indirectly through any person, money or goods, wares or merchandise. For a violation of this act, the person, firm or corporation so violating shall be fined not less than \$50 nor more than \$100 for each and every offense.

From the wording of this bill it might readily be construed to prohibit any kind of premium or prize giving by the merchant. It is hardly likely that such a "blanket law" can be made to hold.

South African Tobacco Trade.

MR. ODLUM, the tobacco expert in the Agricultural Department of Southern Rhodesia, has been giving a Bulawayo audience the benefit of his views on the future of the tobacco industry in South Africa. He said that during recent trips through the Cape Colony and the Transvaal he found a marked scarcity of almost every description of tobacco, and everyone was experiencing difficulty in finding a sufficient supply of what they wanted. There was now an opportunity afforded to Rhodesia, not only to capture some of the market, but to displace the trade of such as the Oudtshoorn district. Leaving alone the question of the present deficiency in the tobacco supply, there was a rapidly increasing demand every year. South Africa now buys about two and a quarter million pounds of tobacco every year, mostly from England. There were many South African tobaccos which would fill the place of the imported article in quality; in fact, the difference could not be detected if they were substituted for the imported article. There were several districts of Rhodesia producing tobacco at present in a haphazard sort of way, but the leaf was not to be found on every farm, though it could be produced. Rhodesia could produce as much tobacco as would be required for the South African market. Apart from the question of the English market, which would pay fourpence or fivepence per lb., there would be an ample market in South Africa which would pay tenpence or elevenpence.

Increase of the British Tobacco Duty.

THE British Chancellor of the Exchequer in his budget speech delivered on the 19th of April announced an increase of 3d. (6 cents) per pound in the duty on stripped (or stemmed) leaf tobacco. He pointed out that the absence of any difference between the duty on the raw leaf tobacco and that on leaf tobacco which has undergone the process of stripping or stemming tended to drive away from Great Britain the work of performing that process, and added that, by diminishing the weight of the tobacco imported, it was also injurious to the revenue. The present duty on leaf tobacco is 3s. (73 cents) per pound; and the

adoption of the proposed increase of 6 cents will raise the duty on such leaf tobacco as has been stripped before importation to 3s. 3d. (79 cents) per pound.

The Chancellor of the Exchequer also proposed an increase of 6d. (12 cents) per pound on foreign cigars, thus raising the duty on these from 8d. (16 cents) to 1s. 2d. (28 cents), and a duty of 1s. (24 cents) per pound on foreign cigarettes.

The exports from the United States to the United Kingdom of tobacco classed as "unmanufactured" in the official statement of the exports of the United States were for the last three calendar years as follows:

Year.	Pounds.	Dollars.
1901	90,670,905	8,332,750
1902	132,873,076	14,137,130
1903	80,998,546	8,795,744

Last year no less than 77 per cent. of the leaf tobacco imported into the United Kingdom had been stripped before importation. Hence more than three-fourths of the leaf tobacco imported will be affected by the proposed increase of duty.

IN TURKEY AT ATLANTIC CITY.



Sultan of the Boardwalk—"What hath thou for sale, slave? Speak, for I wouldst hear the music of thy chin!"
Philadelphia Salesman—I have cigars to offer you, good fakir—a brand that will make that smoking lamp of yours smell like a chemical factory."




Sultan of the Boardwalk—"Of a truth, man, thou art brave with thy speaking tube; but I was not born in Pittsburgh to be stumped by a stogie. I will test thy cigars. Bind him, Tom and Jerry—I mean Hamid and Constantine."

Philadelphia Salesman—"Don't get gay, Sultan! What are you going to do with me?"






Sultan of the Boardwalk—"By the bearded prophet of Manayunk, I am going to make thee smoke one of thy own cigars, and if thou liveth I may buy a box."

Philadelphia Salesman—"Not on your life; I would rather work in a glue factory. I would rather live in the Rockefeller atmosphere of Point Breeze. Lead me to the railroad station and let me exercise my return ticket."—Phila.Telegraph.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.



Established 1895
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

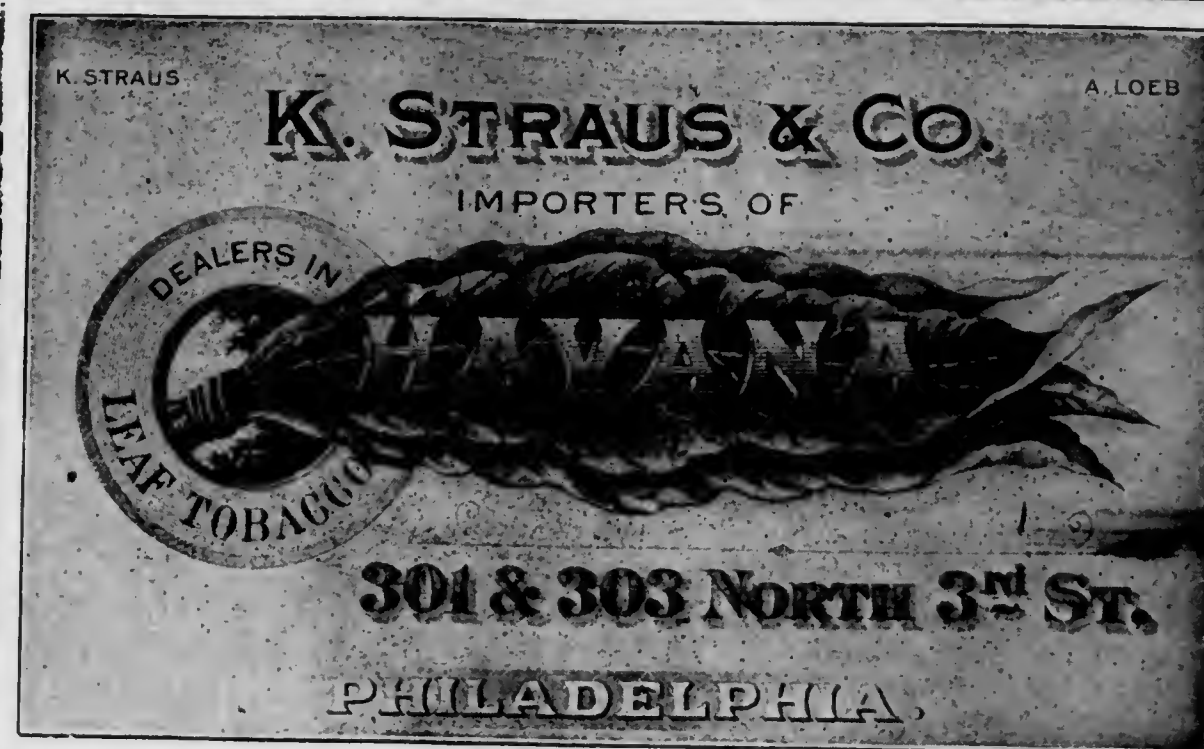
JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
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L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
ALL KINDS OF
Leaf Tobacco SEED LEAF, HAVANA and SUMATRA Tobacco
Co., Ltd. 118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana 
217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.



BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

ADVERTISING A CIGAR STORE.

THE method employed in New York a short time ago to advertise a new cigar store seems, at first, to have been quite expensive, but after all it may have turned out to be profitable, and the more it is looked into the more it appears to have been good. Over 2,000 men became for a day or two, or more, so interested in the new store that each undoubtedly told many friends about the gift scheme, and the 8,000 cards, more or less, which were not presented for redemption, probably were of considerable service in advertising the store. It might be difficult to devise an advertising project which would be as effective without the outlay of considerable more money. In carrying out his plan the advertiser gave away 2,081 cigars in a single day, and pledged himself to give away about 3,000 more in the next year. Already assuming that the cigars cost him \$30 a thousand, the expense to him has been about \$60. This, added to the \$90 additional expense to be met in the next twelve months, makes a total of \$150. Not such a large amount of money after all—especially for a dealer located in the heart of perhaps the liveliest center of New York. For a few days before the opening two men were stationed in front of the store, and handed to 10,000 men, who passed, cards entitling each holder to a free cigar, a 25-cent premium certificate, a premium list, and an estimate of the number of cigars to be given out under this offer. These guesses were to be handed in on the opening day, and no money was to be received for smokes on that day. When the cards were counted, the day after the opening, the total was found to be 2,081. The five nearest guesses varied from 2,084 to 2,063, and each of these five guessers became entitled to two 5 cent cigars daily for the next year. If they are heavy smokers, and buy all, or nearly all their cigars at this store for the next year, the profits on what they buy will be an offset to the cigars given them free. Even if the money ventured is not returned in this way, each of the five will become a daily advertisement for the store as long as the arrangement lasts.

MAKE THE STORE ATTRACTIVE.

HERE are some suggestions about store keeping offered by Jos. Peil, of Racine, before a meeting of Wisconsin merchants: Make your store attractive; keep it clean; "cleanliness is next to

Godliness," it appeals to everybody; have a system in the arrangement of your store, do not give it the appearance as though your merchandise was shot in by cannon; keep a good quality of goods, it makes a reputation for you and gives you better profits; give your customers immediate attention and make prompt deliveries; give an occasional sale of the odds and ends that accumulate in every store, this will help to advertise you; and lastly, have one price for all, do not discriminate; if you have undesirable trade, cut it out, rather than go on record for unfair dealing. With these methods established you will draw desirable trade, an appreciative and intelligent class of people, who seldom will turn away from

more likely to injure than to improve it. The quality of oil and method of boiling would depend upon the specific condition of the pipe, and if sure results are desired it is best to submit it to an expert.

On this same subject a contemporary recently wrote as follows:

"The owner of a good meerschau, if he wishes his pipe to assume that fine horse chestnut color so highly prized, must take great precautions.

"The first requisite is to smoke gently and regularly. Damp tobacco is never employed except by very impatient people. The first pipefuls should be of extremely dry tobacco: the pipe should be smoked two or three times a day, at regular intervals. The inhalation must also be regular.

"Those who value their meerschau should bear in mind that a meerschau

TOBACCO AND GREATNESS.

THE old question concerning the effect of tobacco upon man's brain work is revived by the published impressions of the physical director of the Yale gymnasium who makes the broad statement that according to his personal observations in college, men of high standing do not smoke and that as a general thing college men who do smoke are of low standing and of moderate ability. He is not certain whether the use of tobacco dulls the brain faculty or the use of it marks the sort of brain the student has in the beginning. But one man's opinion and one man's observation does not settle the question. Opposed to the result of the Yale observations is the fact that in the world of affairs a very great many men of first class ability do use tobacco and it doesn't seem to lessen their brain capacity or dull their appreciation of all that is best in the world of art and literature. And so it has been for many generations. Some people undoubtedly are injured by the use of tobacco, while others apparently are not. What is food to one man is poison to another in more than one sense, and while tobacco isn't exactly a food to anybody, still the simile applies. The probable reason for the experience of the Yale director is the comparative youth of the men under observation. It is doubtless true that tobacco is more harmful to the young than to the mature, and it may be very true that in college the men who surrender to the habit early are those who have the least mental activity and ambition. But it will hardly do to take the Yale measurement for application to the world at large. The fact of the matter is that the tobacco habit, like many others, is an excellent servant but a hard master. So long as the man keeps himself within reasonable limits, and so long as his health is uninjured, there is every reason to believe that the solace of the pipe is real.

AN Ohio merchant who recently conducted a penny guessing contest, says of it: "Our penny guessing contest was a grand success. I first bought \$35 worth of pennies and had the cashier withhold a certain number of them, the number withheld being unknown to himself and myself. The balance were piled on a tray and placed in the window. I also had the prize of \$25 in the same window. For every \$1 purchase the customer was entitled to one guess; with a \$10 purchase ten guesses were allowed and so on. The name and guess of each customer were written on a separate ticket and put in a sealed box which was to be opened on a fixed date. On that day the cashier and myself counted the pennies in the store before all the people so that every one would be satisfied as to the fairness of the count. The prize of \$25 was to be given to the person or persons guessing nearest to the correct number, and in my contest the number was 3,300 even, and five people got the prize, which made \$5 each."—Merchant's Advertiser.

you for every catch penny advertisement they see, or allow themselves to be lured away by stamps and premiums.

COLORING A MEERSCHAUM.

IN the "Forum" of the Philadelphia Evening Telegraph recently appeared the following communication, and the reply:

To the Editor of The Evening Telegraph: I have wanted information on the coloring and boiling of meerschau pipes for some time. I have never succeeded in coloring my pipe, although I am an incessant smoker. Any information on how to color a pipe will be appreciated.

E. P. S.

Your meerschau was probably "burnt" at the start by too rapid or strong drafts, the results of which are sometimes beyond recovery. The efforts of an amateur to boil a pipe would be

ought never to be exposed to the cold after being used, but should be carefully replaced in its case.

"It sometimes happens that a pipe is stubborn, and refuses to be colored. In this case, if a little plug of damp tobacco be left in the bottom of the bowl the effect is usually magical.

"By putting a little alcohol in the bowl of a new pipe it is possible to limit the coloration to the part touched by the liquid.

"Some like to color only the stem. For this purpose they use a particularly dry tobacco, and smoke rapidly the entire contents of the bowl, taking special care that the smoke shall not pass back through the stem.

"If, on the other hand, it is desired to color the bottom part of the bowl, the pipe must be smoked gently and slowly, and, at each aspiration, a little smoke must be sent back through the stem."

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."

ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade **CIGARS**
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

PORT OF NEW YORK.		
IMPORTS		
Arrivals at the port of New York from foreign points during the week ending May 14, 1904.		
Bremen.—Alvin W. Krech, 1 case cigarettes; Heidelberg, Ickelheimer & Co., 2 cases cigarettes; F. & H. Levy, 2 cases raw meerschaum, 1 case amber.	Victor Lopez & Co. 35 bales A. Murphy & Co. 28 " L. Friedman & Co. 26 " W. H. Steiner & Son 25 " Rothschild & Bro. 19 " S. L. Goldberg's Sons 14 " R. M. Blake & Co. 3 " Calixto Lopez & Co. 33 bbls. A. Gonzalez & Co. 33 " J. Bernheim & Son 30 " E. Regensburg & Sons 28 " Hinsdale Smith & Co. 25 " Rothschild & Bro. 18 " F. Miranda & Co. 8 " Suarez, Rubiera & Co. 73 pkgs American Cigar Co. 1 case Park & Tilford	
Cienfuegos.—Heyman Bros. & Lowenstein, 25 bales leaf tobacco; A. Perez, 10 bales do.; Hinsdale Smith & Co., 544 bales leaf tobacco.	Str. Havana, arrived May 14: (203 bales.) J. E. Ward & Co. 147 bales Leopold Powell & Co. 37 " S. Auerbach & Co. 19 "	
Gibara.—W. D. Munson, 311 bales tobacco.		
Hamburg.—American Tobacco Co., 19 cases cigarette paper.		
Havana.—J. E. Ward & Co., 8 cases cigarettes; A. Hollander & Co., 1 case cut tobacco; G. Amsinck & Co., 4 trunks cigarettes; National Cuba Co., 2 cases cigars.	HAVANA CIGARS. Str. Philadelphia, arrived May 9: (332 cases.) American Cigar Co. 82 cases M. Rucabado 55 " West Indies Cigar Co. 36 " American W. I. T. Co. 29 " Durlach Bros. 14 " F. Bonilla & Co. 11 " Rojas, Perez & Co. 11 " R. Fabian & Co. 10 " A. S. Lascelles & Co. 9 " J. Portela 8 " Porto Rico Co. 8 " Smith & Bolzenthal 8 " Manrique, Sola & Co. 8 " G. W. Sheldon & Co. 7 " Cadiz Cigar Co. 6 " C. D. Stone & Co. 5 " Cagey, Caguas Tobacco Co. 4 " Austin Baldwin & Co. 3 " C. Menendez 3 " American Trading Co. 2 " F. L. Palmieril 2 " B. Fortuno 1 case	
Liverpool.—American Tobacco Co., 52 cases cigarette paper; M. Behaddin, 25 packages tobacco.		
Naples.—Hirzel, Feltman & Co., 26 bags leaf tobacco.		
Porto Cabello.—American Cigar Co., 1 case tobacco samples.		
Rotterdam.—Leopold Loeb & Co., 33 cases unmanufactured tobacco.		
Smyrna.—McAndrews & Forbes, 4,323 bales licorice root, 700 cases licorice paste.	Str. Morro Castle, arrived May 10: (492 cases.) J. E. Ward & Co. 254 cases Havana Tobacco Co. 190 " G. S. Nicholas 18 " Park & Tilford 17 " Waldorf Astoria Segar Co. 6 " L. J. Spence 5 " Robert E. Lane 4 " Canadian Pacific R. R. Co., 3 " A. Hollander & Co. 3 " Chas. P. Stanley 2 " A. Schulte 2 " A. N. Hillman & Co. 2 " Barber & Co. 2 " H. Seidenberg 1 case Reid, Yeoman & Cubit 1 " Frank Taylor, Jr. 1 " Edward Morrison 1 "	
Southampton.—Emil L. Boas, 2 cases tobacco, 2 cases cigarette paper.		
Vera Cruz.—J. E. Ward & Co., 2 cases cigars.		
SUMATRA TOBACCO.		
Str. Rotterdam, arrived May 11: (641 bales; 1 case.) American Cigar Co. 607 bales E. Spingarn & Co. 25 " S. Auerbach & Co., 5 " G. Falk & Bro. 3 " Company's General Agent 1 " Company's General Agent 1 case		
HAVANA TOBACCO.		
Str. Philadelphia, arrived May 9: (70 bales.) Levi, Blumensteil & Co. 49 bales Durlach Bros. 15 " G. W. Sheldon & Co. 6 " Str. Morro Castle, arrived May 10: (2,605 bales; 175 bbls.; 73 pkgs; 1 case) Lewis Sylvester & Co. 1,395 bales J. E. Ward & Co. 664 " M. Alvarez & Co. 102 " Bondy & Lederer 96 " Julius Vetterlein 94 " Hinsdale Smith & Co. 78 "		

INCREASING THEIR ACCOMMODATIONS.
Louisville Tobacco Men Add More Warehouse Space to Meet Increasing Business.
The Home Tobacco Warehouse Company, Louisville, Ky., has acquired a lease for five years on the Kentucky Warehouse, on Main between Ninth and Tenth streets, Louisville. The property belongs to the Dennis Long estate. The Home company will retain its present warehouse, as during the busy season last year it was packed full of hogsheds and more space was needed.
The Enterprise Transfer Company also has procured a ten-year lease on the Buckner warehouse, Tenth, between Main and Market streets, and it will be used for storage purposes.
—The Huntingdon Tobacco Works, with a capital of \$6,000, has been established at Huntingdon, Tenn.

Reproduced Advertisements.

YOU GET QUALITY IN
Gate-Post
STRAIGHT
5¢
CIGAR
STRICTLY HAND-MADE AND
ALWAYS PURE
SPRENGER BROS.
PEORIA, ILL.

HIGH GRADE AROMATIC 10-CENT CIGAR. All Dealers.
JOSEPH P. BOYCE EL DE PRATO CIGAR CO.
FACTORY AND SALESROOMS 7 Elm Street Between Hanover and Washington Streets Boston.

SMOKE PLOW CITY
5¢ CIGAR
McCarty & Trices Co.
CANTON, ILL.

SMOKE THE AMERICAN
3 BROTHERS 3
CIGARS
ALL DEALERS
PHILIPS BROTHERS
CANTON, ILL.

Watch the Old Smokers
Who know what good tobacco is. What do they do? They go to any first class place and buy a quartet's worth of
... OR ...
ON THE SQUARE
REGULAR 5¢ STRAIGHT.
... OR ...
WYOMING VALLEY
5¢ STRAIGHT.
Cigars for they know there are all right, made by union workmen and every box has the blue union label. Always make the dealer hand you out a box with the blue label on. The cigars are
Manufactured by W. F. SPENCER, Warsaw, N. Y.

SLATER'S STOGIES
The Standard of Single Excellence.
An export of 15,000,000 cigars is the only one to go with a quality that makes our product all right.
BLENDED SMOKE.
This single is more correctly a cigar as it is made of a blend of the finest of four tobaccos, its quality is such that it will fill the hall for those who desire quality and quantity in their cigars. It is long, thin, shaped and packed in a most perfect manner.
This single is more correctly a cigar as it is made of a blend of the finest of four tobaccos, its quality is such that it will fill the hall for those who desire quality and quantity in their cigars. It is long, thin, shaped and packed in a most perfect manner.

SLATER'S
POPULAR CIGAR STORE
21 South Main St.
CANTON, ILL.

SMOKE PLOW CITY
5¢ CIGAR
McCarty & Trices Co.
CANTON, ILL.

When You Ask Your Dealer for His Best 5 cent cigar He Says "O.I.C."
Made by Skilled Workmen in a Sanitary Clean Factory from the Best Tobacco Ever put in a 5 cent Cigar
JUL. ALVAREZ & CO. PHILADELPHIA, PA.

SMOKE THE CLUB FAVORITE
The Only CLEAR HAVANA CIGAR Manufactured and Sold in Kalispell
JOHN AHUES, Maker
17 WEST SECOND STREET
KALISPELL, MONTANA
Opposite James Carlton's Grocery

WAITT & BOND BLACKSTONE - CIGARS
There is no good advantage in having any other than the best. Waitt & Bond's Blackstone, which is the best of the best, is made of the finest tobacco, and through the use of the best machinery, the Blackstone is made to be the best of the best.
WARRANTED CLEAR HAVANA FILLER.
NEW NEW OFFICE, LOCATED AT
NO. 67 ENDICOTT STREET, BOSTON.
One minute's walk from Haymarket Square.

THE WALTER SCOTT 10 CENT CIGAR
Is a Thriving Success.
MANUFACTURED BY
R. C. WASSERBERGER
MINOCQUA, WISCONSIN.

BURGHART'S CIGARS ALWAYS THE BEST
Not part of the time good, but all the time good. Made of the best grades of Hand-picked Tobaccos by skilled labor.
A Topka Institution and one that Toppers should be proud of.
AURORA
Larger Size 10¢ each.
AURORA
Perfect Shape 10¢ each.
AURORA
Go Wrapped in tissue.
FAVORITE
The Favorite 5¢ each for 10¢.
GEM
Semi Right 5¢ each.
ELKS
The Famous Elk 5¢ each.

GEO. BURGHART
MANUFACTURER OF
HIGH-CLASS CIGARS.
Salesroom, 801 Kansas Avenue,
Salesroom and Factory, 105 E. 6th Ave.

TRADE AT PUEBLO'S GREATEST CIGAR STORES SAM BAERS
247 NORTH UNION AVE. COR. MAIN STREET
131 SOUTH UNION AVE. CORNER D STREET

CORTEZ CIGARS
Made at Key West For Men of Brain
Read a Cortez booklet and smoke a few Cortez Cigars and be convinced that Cortez Cigars have the merit of highest quality Havana Cigars at much less cost.
CORTEZ CIGAR CO., Key West

NORTHWEST CIGAR MFG. CO.
Manufacturers of the Following:
Well-Known Cigars:
NORTHWEST
DETROIT OPERA
TWILIGHT
WONDERLAND CROOK
THE KING
Tel. 71, 2266. *FACTORY 223 JEFFERSON AVE.


LA INTERNACIONAL CIGARS
MANUFACTURED BY
KOHLBERG BROS.
EL PASO, TEXAS

FINEST HAVANA DUNORO CIGAR
Milliken, Tomlinson Co.
Distributors

BELL BOY CIGAR.
The only new advertisement that has been sold of the celebrated
7-20-4
10¢ CIGAR
In the sales are constantly increasing the old territory and meeting with success in the new fields.
R. C. SULLIVAN
Manufacturers
Manchester, N. H.

Bon Ami
The Finest Cigarette Made
Clears all kinds of phlegm.
all sizes, 10¢ to 50¢ each.
A. SANTARELLA & CO., NEW YORK

SMOKE THE OLD RELIABLE
La Internacional Cigars
MANUFACTURED BY
KOHLBERG BROS.
EL PASO, TEXAS

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

6. 2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

UNITED CIGAR
Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER

Tobacco Co.

Dealers in Leaf Tobacco
Lancaster, Pa.

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.

JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLA,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

9

R. Z. BAUTISTA y CA.—Leaf Tobacco Warehouse---**HABANA, CUBA.**

Cable: ROTISTA.

NEPTUNO 170--174.

Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

"Angel," Havana **Reina 20, Havana** P. O. Box 98

FAIRLY ACTIVE LEAF MARKET IN HAVANA.

New Tobacco Making Its Appearance—Scarcity of Light Wrappers—Prices Hold
Firm for Old Goods—Gossip About Dealers and Manufacturers.

HAVANA, May 9, 1904.

The leaf market in the city of Havana continues to show a fair activity considering that this is the off season, and while the bulk of the sales still consist of old leaf there is already a sprinkling of the new tobacco, which is taken by the local manufacturers of cigars and cigarettes, as well as by some clear Havana cigar manufacturers from the North. Evidently there is a great scarcity of light colored wrappers here as well as in the North, and for that reason the dealers who have some temprano wrappers which are ready to be worked soon expect to see their American friends before long.

The remaining stocks of Remedios and Vuelta Abajo, old crop, are firmly held, and for the former an advance has to be noted, particularly as the high price paid for the new Remedios in the country will make the cost away above the ruling figures of the 1901 and 1903 growths. In the Vuelta Abajo many dealers are unwilling to concede the pretensions of the farmers, who seem to think that they ought to obtain the same prices which several of our local factories have been paying for the cream of the choicest vegas. As the crop is undoubtedly large, more moderate figures than last year appear justified, and the same holds true as regards Partidos, as the same reasons apply to this growth, with the exception of light colored wrappers, which, if perfect in texture and burn, will command good prices, as the supply is not abundant and the demand for same may become urgent before long. In the Partidos many escojidas are hard at work now, and the receipts ought to be heavy before many weeks pass by. Packing in the Vuelta Arriba will commence by the end of this month, or possibly a little earlier for the light part of the crop, while the heavier style cannot be worked before June. As the crop is short, higher figures than last year were justified, but there ought to be a limit, as otherwise the dealers here may find out to their cost that the American buyers will abstain from trading in this article.

Sales amounted to 3485 bales in all, or 1248 bales of Vuelta Abajo, 209 of Partido and 1937 of Remedios. Destination is given as 2415 bales for the United States and 1070 for home consumption.

BUYERS COME AND GO.

Arrivals—B. G. Davis, of B. G. Davis, New York; Louis Goldberg, of Louis

Goldberg, New York; Charles Goldberg, of Charles Goldberg, New York; Wm. J. Hazlewood, of Leopold, Powell & Co., Tampa and New York; Perfecto Garcia, of Perfecto Garcia & Bros., Chicago, and Stephen G. Roth, the well known broker of New York.

Departures — Rafael Alvarez and Carlos Behrens for New York.

HAVANA CIGAR MANUFACTURERS.

Business is at low ebb tide with the the Trust and some of the Independent manufacturers. Several of the latter, however, are still in receipt of fair orders to keep them busy, so there must be some reason to explain this anomaly. May is proverbially a dull month, and the supply of light wrappers of the old crop is running low in most of the factories. Often, for this reason, many orders for such colors cannot be executed, and they have to wait until the new wrappers are fit to be worked.

Calixto Lopez & Co. are now in a position to supply their friends with the latter, as they have just started to work the new wrappers grown under cheese-cloth upon their farm, "Guainacabo," San Luis district, which are excellent in every respect. They sold a few bales of wrappers at \$1000 per bale, and were offered this sum for any quantity that they might have left over, after having supplied the needs of their factory.

H. Upmann & Co. continue to turn out nearly 50,000 cigars per day, as, besides their old orders, they received enough fresh ones to keep them busy.

"Sol" is working as usual. Don Carlos Behrens leaves to-morrow upon his annual trip to Europe, via New York, to take a needed rest and at the same time visit his Bremen friends.

Rabell, Costa, Vales & Co. have not discharged a single cigarmaker, so this is the best proof that their business is keeping up to its accustomed standard, even in the dull times, for their "Ramon Allones" brand.

Enrique Dorado & Co. have fair orders for "El Rico Habano."

Remigio Lopez y Hno. say they are O. K., so far as orders are concerned for "La mas Famosa" and "La Magnetica."

"Punch," "Partagas," "Romeo y Julieta" and "Crepusculo" are little affected by the dull spell, if at all.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Frank Dominguez, of E. A. Calves & Co., is still busy buying here and there

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
Celebrated



Cigar
Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez

Benjamin Lopez

REMIGIO LOPEZ y HERMANO

Manufacturers of the Imported Brands

La Mas Famosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ.

VERNANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN.

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse

AND
COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, "Donalles," Habana, Cuba.
Cable: "Donalles."

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Cia
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176, HABANA, CUBA.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123, Habana
Cable: ONILEVA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41, Havana, Cuba.
Cable Address: "Cuetara."

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of

Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

in our market, and has taken close onto
900 bales of Vuelta Abajo and Remedios
already.

G. Salomon y Hnos. sold 370 bales of
Remedios, and they are now making an
escojida of Partido tobacco at their
warehouse, Monte 114, of their farm
"La Favorite."

Rodriguez Bautista & Co. shipped
1295 bales of Remedios to one of their
friends in New York. They are holding
now some fine temprano factory vegas
of Vuelta Abajo and Partido, 1904 crop.

Jose F. Rocha disposed of 250 bales of
all kinds of leaf, barely holding 100
bales more of the old crop, while a few
vegas of the new Vuelta Abajo and
Partido have just arrived at his store.

Francisco Vidal Cruz, of Voneiff &
Vidal Cruz, is a busy man now, receiving
the new tobacco in the country for their
two escojidas.

Leonard Friedman & Co. sold 190
bales of Vuelta Abajo and Remedios, old
crops. Mr. Lewis L. Cantor is expected
here shortly to take a personal look at
the new crop and to determine when to
open their several escojidas this year.

Sobrinos de A. Gonzalez turned over
195 bales of Vuelta Abajo and Remedios
to city and Northern buyers.

H. Uppmann & Co. shipped 400,000
cigars last week.

Bruno Diaz & Co. have over 1000
bales of new Partido and Vuelta Abajo
from their escojidas in their warehouse,
and a large part of it is ready to be
worked by the manufacturers. They
have sold already 150 bales of the new
crop, to factories here and to Northern
ones. The tobacco which your corre-
spondent saw was certainly of a fine,
silky leaf, light colors, good texture and
ready for the cigarmaker's table. It
consisted of leaf grown under cheese-
cloth, as well as of tobacco grown in the
open field.

Loeb-Nunez Havana Co. shipped 187
bales of old Remedios to their Northern
customers.

Manuel Menendez Parra has been
buying heavily of new Remedios, Mani-
caragua and Partido for his several
escojidas.

M. Garcia Pulido disposed of 150
bales of Vuelta Abajo last week.

Aixala & Co. say that all the buyers
who have gone out to San Antonio de
los Baños to have a look at their two
escojidas in that town speak in glowing
terms of the appearance of the new
crop. While the cheesecloth tobacco
looks well, the leaf grown in the open
field, old style of culture, shows up still
better. They have just started their
Remedios packing. Sales consisted of
148 bales of old Vuelta Abajo during the
past eight days.

Perfecto Garcia y Hnos., of Chicago,
have secured through their Don Perfecto
Garcia 75 bales of Vuelta Abajo, new
crop, and picked up some 200 bales of
old leaf.

A. M. Calzada & Co. are a compara-
tively new firm, having been established
only two years, but Don Antonio has
understood how to build up quite a
business during that time. Being a
Cuban, but raised and brought up in
the United States, he started in the to-
bacco line at once upon leaving school,
with A. M. Dominguez & Co., Tampa,
where he acquired his knowledge of the
nicotine weed, as well as the indomitable
push of the Americans. His family
owns one-third of the large tract of land
called "San Simon de las Cuchillas,"
which is situated near San Juan and
Martinez. A. M. Calzada & Co. also
own some farms near San Luis, and
having ample capital, combined with
business tact and experience, will no
doubt continue to do a larger business
from year to year. Don Antonio is well
liked in the trade, as well as with the
American buyers who come here. They
sold 133 bales of Remedios last week.

Walter Himmil is in the country look-
ing after his Consolacion del Sur pack-
ing.

Sobrinos de V. Diaz disposed of 100
bales of old Remedios, and their whole
stock of old goods only consists of 100
bales more. However, they have been
buying liberally of the new crop, and
expect to open up their packing in the
town of Remedios about May 15. Don
Narciso Gonzalez went to the Vuelta
Arriba last Saturday to set the machin-
ery in motion, and upon his return he
will probably start their Partido pack-
ing in town here.

Miguel Perez closed out 100 bales of
old Remedios.

A. Pazos & Co. have received another
vega of 76 bales of their own packing
in San Luis, which promises to be of an
excellent quality.

Antonio Suarez sold 100 bales of new
Vuelta Abajo colas to a local cigarette
factory.

Muniz Hnos. & Co. disposed of their
fine factory vega, "Cayo Gabino," from
San Juan and Martinez, to a city manu-
facturer.

Fernando Fernandez y Hno. are work-
ing full speed in their two escojidas at
La Gnira and Candelaria, and have re-
ceived already several hundred bales of
Partido and Semi Vuelta.

Receipts of Tobacco from the Country.			
	Week Ending	Since	
	May 7.	Jan. 1.	Bales
Vuelta Abajo	1,163	8,160	
Semi Vuelta	80	327	
Partido	1,579	7,725	
Matanzas	—	112	
S. Clara & Remedios	9	5,456	
Santiago de Cuba	—	242	
Total	2,831	22,022	

—The Creedmoor Warehouse Com-
pany has been chartered to handle to-
bacco in Granville county, Va Capital
stock, \$25,000.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125, HABANA, CUBA.
Cable:—ZALDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Estrella 42, Habana, Cuba.
Cable: GRAPLANAS.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Habana, Cuba.
Cable:—"Blasco."

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
ESTRELLA 25, HABANA, CUBA.
Cable:—Pulido.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA," HABANA, CUBA.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York, Amsterdam, Trieste.

Adolfo Moeller & Co.

Importers of Havana Tobacco

Exclusively

*No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba*



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciso	Manuel Garcia Alonzo
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal.	



ROTHSCHILD & BROS.

141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

W. J. SCHOENER.

CABLE ADDRESS "TACHUELA"



**J. BERNHEIM & SON
HAVANA TOBACCO**

138 MAIDEN LANE.

NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HAVANA TOBACCO

New York Office:
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.

Havana Office:
AMISTAD 95,
HAVANA.

Established 1840.

Cable "Mangla"

Hinsdale Smith & Co.

Importers of Sumatra & Havana

and Packers of Connecticut Leaf

Tobacco
125 Maiden Lane,
NEW YORK

EDMUND H. SMITH
THOS SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCO,

No. 175 Water Street,

Jos. F. Cullman.

NEW YORK.

JOS. S. GANS

MOSIS J. GANS

JEROME WALLER

EDWIN L. ALT XANDER

JOSEPH S. GANS & CO.

Importers &

Packers of

Leaf Tobacco

Telephone—346 John.

No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,

Telephone, 4027 John.

NEW YORK.

MAX GANS

Telephone: 2567 John

ROBERT GANS

MAX GANS & SON

Importers of HAVANA

and Packers of LEAF

TOBACCO

197 Water Street, New York

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Established 1880.

— THE TOBACCO WORLD —

THE ALLEGED BOX STUFFING CASE.

A Special Representative of The Tobacco World is Accorded the First and Only Interview.—Mr. Samuel Bayuk Relates the Full Story of the Affair.

Mr. Samuel Bayuk, president of the Bayuk Bros. Cigar Co., cigar manufacturers and retail dealers at 519 Market street, Philadelphia, yesterday, accorded his first and only interview upon the subject of the alleged box stuffing case which has been a feature of much notoriety and gossip among contemporaries and others in the trade. Emissaries of this paper had been instructed to visit various officials of the Internal Revenue department and other places with a view to ascertaining as nearly as possible the true facts in the case, but without an exception the officials were loathe to say anything, at least not until the matter should have received attention from higher officials.

Prompted by only a desire to announce to the readers of The Tobacco World an accurate story of this rather unpleasant affair, and with a view of being fair and impartial to both the accused as well as the aroused, it was determined to ask the Messrs. Bayuk Bros. to accord us an interview upon the subject, which they did with apparent pleasure, the spokesman being Mr. Samuel Bayuk, president of the company, it being known that the Bayuk Bros. Cigar Co. is an incorporated body.

"To begin with," said Mr. Bayuk, "we have been for several years manufacturing a certain brand of cigars under the name of 'Havana Ribbon,' and with which we have met with rather encouraging success, the goods having been successfully placed on sale in a very large number of retail stores in this city and elsewhere. With the advent of the United Cigar Stores Co., in the City of Philadelphia, we became apprehensive of a possibility of serious and injurious competition with the retail dealers here, and finally came to the conclusion that the only way to combat them successfully was to adopt tactics similar to their own and to beat them in their own game if possible.

"About this time there came to this city from New York one Robert Catlin, who opened a store in the name of the Pennsylvania Cigar Stores Co. on Eighth street above Cherry, and arrangements were made with him to supply him with certain quantities of our goods. It soon became apparent, however, that cut price tactics were prevailing in the establishment, and in view of the fact that our 'Havana Ribbon' and several other brands were selling very satisfactorily among so many retailers here we very much disliked the idea of having these goods offered at cut rates by Mr. Catlin, and consequently suggested to him the

advisability of our manufacturing for him a special brand of goods, which he could with all propriety, sell at any price whatsoever that he might feel disposed, the result of which was that we did begin to make a brand for him under the name of 'Hanover Ribbon.' Mr. Catlin seemed to be making rapid progress and was believed to be doing a large and thriving business, when one day he approached us and expressed an infinite desire for a store at Atlantic City during last year's summer season, he having announced that there were several other people in New York and elsewhere who would do a great deal for him towards that end.

"It happened that we were obliged to close our retail store on Broadway in New York City, the building having been bought by the Browning & King Co., clothiers, and we were obliged to relinquish the store, leaving a lot of nice fixtures, etc., on our hands. With the opportunity of possibly making good use of the fixtures which we had on hand we suggested to Mr. Catlin that we would be willing to place our fixtures in a store, which had been selected on Pennsylvania avenue in Atlantic City, the arrangement being that Mr. Catlin was to interest several others to a certain extent, and if the same had been successfully carried out it would have made him a very elegant store with an ample stock of goods and every opportunity of doing a successful business. Subsequent events proved that Mr. Catlin was not able to carry out the original idea, whereupon we guaranteed to the landlord the payment of the rent. We installed the fixtures and we supplied the goods so that in consequence the store is ours and ours alone. He was privileged to buy the store at cost price of inventory at the end of one year, but he was unable to do so. Our arrangements as regards the Atlantic City store were, therefore, at an end.

"Mr. Catlin had also been conducting a store on Lancaster avenue, above 41st street, and in February of this year the store was closed up and Mr. Catlin was left with the fixtures on hand, the stock having been, no doubt, utilized by his other store on Eighth street.

"The corner site at Seventh and Market streets, this city, was some time ago purchased by George Kelly, the installment man, whose intention it was to erect thereon a larger building for his own needs, but he subsequently found that the condition of the basement walls, etc., was of such a nature as to make it undesirable to undertake the erection of a building such as he wanted, whereupon

he decided to again rent the store, Mr. Lowengrund having in the meantime vacated it. Through a very near and intimate friend we were urged to take the store for the reason that the trust stores were solicitous of the place, and we were prevailed upon to take the lease of the premises for the purpose of keeping the trust stores away from that corner if possible. Our experience in Atlantic City had proven to us that by the adoption of tactics similar to those employed by the trust stores that they could be beaten to a standstill, and that was accomplished in Atlantic City. There is no trust store there today. We finally concluded that similar good work could be done in this city, but by reason of our manufacturing business, I did not feel that either I or any of those connected with me here could afford to devote the time to the retail store in connection, when finally arrangements were made with Mr. Catlin to take charge of the store, which was equipped and stocked by us, we having agreed to pay Mr. Catlin a certain stipulated sum per week as a salary, and to allow him at the end of each year a certain portion of the profits that might be shown to have been made.

"Unfortunately for us the Pennsylvania Cigar Stores Co., whose tactics were well known to us and we were very disagreeable features in their opinion presumably, and innumerable annoyances were thrown in our way. Upon one particular occasion a special run had been made upon the Continental cigar in the Atlantic City store, which was sold at five cents, the trust stores price being ten cents. Revenue officials called at the store requesting permission to look over our stock of Continentals. We knew immediately that their coming was not of their own volition, but that their deeds had been prompted by some one who bore us an illwill. They found everything, of course, in apple pie order. It was only the beginning of an immense amount of hounding—a continuous hounding.

"Some weeks ago Mr. Catlin, who was the manager of the Seventh and Market streets store, became ill and went to Old Point Comfort for a short stay for the benefit of his health. During his absence a young man had been engaged by him, who was not accustomed to the retail cigar trade, nor had he any knowledge of its requirements, he having been a sign painter by occupation. He was placed in charge of the store during Mr. Catlin's absence, by Mr. Catlin.

"Some weeks ago a Deputy from the Internal Revenue Department, accompanied by another person called at the store and requested some 'Marcello' cigars. A box was handed him by the clerk in charge, whereupon he remarked

that he would take the entire contents together with the box, and requested that he have his employer call at the Internal Revenue Office. Mr. Catlin, as has already been said, was at Old Point Comfort, and the clerk naturally referred the matter to me, and in consequence I called upon the Collector where I was informed that a complaint had been made against us alleging deception or substitution of cigars sold as 'Marcello' presenting to me the box which was said to have been carried away by the Deputy, and indicating that this box had been previously marked in a certain manner by the Deputy, and that the cigars therein contained were declared not to be 'Marcello' and inquired of me who the actual proprietor of the store was. He was informed that the Bayuk Bros. Cigar Co., of which I was the President, was the owner, and that Mr. Catlin was employed as manager. I was asked to look at the cigars, and asked if they were 'Marcello,' but I announced frankly that I did not believe the cigars shown me were 'Marcello,' cigars, judging from their general appearance. When pressed for an explanation, I could only say that I certainly could not offer any, inasmuch as I had only been at the store three or four times since it came into our possession, and that I therefore knew absolutely nothing about anything that was going on there, having left the management entirely to Mr. Catlin. I was then informed that the matter would have to be referred to the Officials at Washington, which was accordingly done, and in due course, we received from the authorities there letters of exoneration, relieving us of all blame, and of the alleged charge of substitution or so-called box-stuffing, and that was the end of the entire matter.

"The vague gossip which has been indulged in by various papers in the trade was entirely unfounded, and there was not a scintilla of truth in it; in fact the wanton attacks looked rather malicious, and certainly prejudicial. But that is a matter which we will not undertake to discuss at this time.

"I would like to add another word as regards the reported ill-feeling towards us by a few members of the trade, for perhaps they are not fully aware of all the facts, and will never be able to appreciate our real motives in being connected with the Pennsylvania Cigar Stores Company. It was certainly not that we wish to bring about any injury to the trade by endeavoring to maintain cut-rate establishments, to the possible detriment of other dealers. It was purely our idea to combat successfully, if possible, trust stores, and thereby hindering their progress, for as I have already said, we did it successfully last season in Atlantic City, for there is not a trust store

there now, and we were on a fair way of doing it here. Should we have been able to do it this would have proven a lasting benefit to the retail trade of this city. But we have now decided to place the Seventh and Market streets store immediately upon an entirely different basis. We will hereafter sell these goods at strictly standard prices, and as far as possible, our own product of cigars, for it seems that what we undertook to make a benefit to the retail trade is being scoffed at by some of those not so well informed, by whom it is now looked upon as having been a futile attempt at their injury. Certainly our products will be continued on this market, and the standard quality of our goods which has already become widely recognized, will be fully maintained. We are the sole owners of the Atlantic City Store, but we have no connection whatever with the North Eighth Street Store of the Pennsylvania Cigar Stores Company.

"In conclusion, we have not paid a single dollar, as time or otherwise, in connection with this affair."

TOBACCO WAREHOUSE BURNED

The large tobacco warehouse of Henry C. Londen, at Georgetown, O., was destroyed by fire of supposed incendiary origin, on the night of the 12th instant. About 150,000 pounds of burley tobacco, belonging to the Continental Tobacco Co., together with several loaded freight cars, were consumed. The total loss was \$30,000, of which \$20,000 went up in tobacco smoke.

OBITUARY.

JOSEPH ENDRESS, Sr.

Joseph Endress was born in Germany in 1834, and came to America in 1844, finding a home with Jacob Kuntz, of Dayton, O., with whom he lived for years. He located in Germantown, O., in 1856, where he was active in tobacco circles for 48 years. For years he carried on the manufacture of cigars at Germantown, and was the first pioneer in the leaf tobacco business which has made Germantown famous as a tobacco centre. He carried on a large and profitable business, assisted the past nine years and associated with his son, Joseph, Jr. During that time it is estimated that 30,000 boxes of tobacco have passed through this well known firm's various houses. Mr. Endress was an expert judge of tobacco, both as to purchasing and handling, and to his pioneer work in Spanish and other kinds of tobacco raised in this vicinity owe their well known popularity. For this alone the name of Joseph Endress will long be known and remembered.

The writer will remember, as long as life lasts, uncle Joe Endress' cheery greeting. Beneath a rough exterior was concealed as much of kindly feeling and of real good will as is found in men who profess nothing else.

Mr. Endress did much to improve Germantown in material ways, making many and solid improvements in the southern part of the town, where he spent money as if his means were inexhaustible. This he did freely, his partial reward being a beautiful home and partially the feeling that he was doing something for the betterment of Germantown.

The funeral of Mr. Endress took place Friday afternoon, May 6, and was largely attended by old home friends, relatives, and also by Germantown Lodge, No. 257, F. & M., and Germantown Lodge, No. 409, K. P., of both of which Orders he was a member.

The business will be continued under the old firm name of Pioneer Leaf Tobacco Co.

Germantown, O., May 14, 1904.

BITZER-WILSON CASE REVIEWED.

FRAUD ALLEGED BY APPELLANT—THE DECISION RESERVED.

More interesting legal argument as to whether or not Harry B. Bitzer, a cigar manufacturer of Ephrata, Pa., was solvent at the time he bought some \$7,500 worth of tobacco from the late Walter G. Wilson, of this city, was heard on Monday before the Supreme Court of Pennsylvania, Justice Mitchell presiding.

Counsel for J. A. Brown, administrator for the deceased Wilson, had appealed from the decision of the lower court, which was in favor of John F. Mentzer, trustee in bankruptcy of Bitzer. There was an imposing array of counsel, and but two on a side spoke. Their language possessed warmth but did not become personal. Perhaps the most attractive figure in the group was W. U. Hensel, ex Attorney General, who represented the Bitzer persuasion.

Attorney A. S. Johns opened the argument in behalf of Mr. Brown, the appellant. His argument hung largely upon the point that the opposing counsel had disallowed his questioning of the witness Bitzer, when he was on the stand before the lower court. Facts that the speaker and his colleagues had desired to show before that tribunal could not be brought out, owing to these obstructive tactics.

Mr. Johns went on to say that the evidence had shown that Harvey B. Bitzer, was a cigarmaker in Ephrata and in 1899, he, with his foreman, Henry Shrolls, came to Philadelphia, to buy tobacco from Mr. Wilson, who was then alive. They came at the solicitation of a Mr. Johnson, a salesman for Wilson. Bitzer was asked by Wilson concerning his financial standing and gave such good accounts of himself that the sale was made—some seventy cases. Bitzer, said counsel, claimed that he was worth \$20,000 and it was represented for him that he was the only child of a father who was worth \$60,000.

The tobacco was all shipped that year, claimed counsel, except some Connecticut wrapper. Mr. Johns complained that testimony had only been allowed so far in the case as to prove the shipment of ten cases.

He arraigned Bitzer for having stated, according to testimony, that he owed debts of but \$1,500 and \$3,000, when in reality, according to the opposing evidence, he was indebted to the extent of at least \$30,000 at the time he made the purchase of tobacco from Mr. Wilson. Counsel said Bitzer misstated facts when he said he carried a stock of tobacco. In reality he furnished tobacco to Shrolls, his foreman, who made cigars under his own name.

"This was a trick," said counsel, "to get tobacco to hand over to his (Bitzer's)

favorite creditors, and seemed the more apparent in the fact that the cases found their way to the store house of M. L. Weidman. Bitzer was insolvent and he knew it. The evidence before the court showed it."

Lawyer W. R. Britton, of Lancaster, arose and addressed the court in behalf of Mentzer, the trustee of the bankrupt Bitzer. He contested every statement of Lawyer Johns and argued that the transgressions had all been the other way.

"Wilson and his agent, Johnson," he said, "forever sought Mr. Bitzer, who was an unwilling customer and really did not want to buy from them. Instead of him obtaining goods on false pretenses, they pestered him until he finally authorized the purchase, though against his will. Johnson sold \$600 worth of tobacco to Bitzer as far back as 1889."

The attorney went on to say that only ten cases of the contested tobacco were shipped to Bitzer up to September when the purchaser notified Wilson that he did not want the rest of the order. Bitzer had in the meantime, alleged counsel, transferred to Wilson notes for \$3,000 or \$4,000 from people who owed him for cigars, and all would have been paid had not these people, Ellis, Brown and others, themselves failed.

Ex-Attorney General Hensel argued for the same side. He said there was no trick shown by proving Shrolls the foreman of Bitzer. That was an acknowledged fact. The questioning of Bitzer by opposing counsel had been objected to because it amounted to cross-examination, and Bitzer's side was up held by the lower court. There had been no evidence to show what Bitzer was worth, his liabilities or the value of the stock stored by him.

Lawyer H. M. North, concluded for the appellant. He said it was an undoubted fact that Bitzer did buy the disputed tobacco and that sixty cases were sent to Ephrata. The addresses were scraped off and they were then placed in the warehouses of Weidman, where they were afterwards recovered by replevin by Wilson.

The case was held under advisement and a decision will be rendered later on.

It may be interesting to note the earlier history of the case, at least in part. The tobacco in question was undoubtedly sold to said Bitzer by Mr. Geo. Johnson, who was for several years a salesman in the employ of Walter G. Wilson & Co., as the firm was known, and was also known to be a regular caller upon said Bitzer. When Mr. Wilson became some what anxious concerning the possibility of getting his claims from the said Bitzer,

replevin proceedings were resorted to and by the aid of Mr. Johnson they eventually succeeded in gaining access to the warehouse in which the tobacco believed to have been bought from Wilson was supposed to have been stored. A quantity of tobacco was subsequently removed thought to have been bought of said Wilson. This feat was only accomplished by securing an engine from the P. & R. Railway to go to Ephrata and haul a car of tobacco to Reading from which place it was shipped to its destination and out of the jurisdiction of the Lancaster county Courts. It was alleged at the time that a certain bank of Ephrata had recommended to said Wilson the said Bitzer as a reliable party and upon the strength of this statement the tobacco had been shipped to Bitzer. The bank, however, afterwards claimed to be the owner of the tobacco stored in that warehouse and claimed by the bank as collateral. The said Wilson claimed that it was his tobacco thus held by the bank to secure other creditors giving them a preference when the case was heard in the Lancaster County Court. A verdict was rendered in favor of the trustee of the bankrupt estate of Bitzer. The decision of Judge Mitchell will be looked forward to with great interest.

WEINHEIMER & OPP'S ENTERPRISE.

Weinheimer & Opp, one of the most widely known leaf houses of St. Louis, are distributing some timely advertising matter. It consists of two highly colored lithographs representing Napoleon and Jefferson. At the top are the words, "St. Louis, 1904," and at the bottom, just above the firm name, "We invite you to the World's Fair City."

They have just completed some improvements by rearranging their offices and newly furnishing them. They have also added two new sample rooms. In order that the friends of the house may easily find its location, Weinheimer & Opp are distributing plans of the city and the Exposition grounds, showing just how World's Fair visitors will need to steer their course in order to reach the Weinheimer & Opp establishment.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR RENT.—A Cigar Factory in the city of Reading. Every convenience, and facilities for a large force. Address ED. GANTHER, owner, 213 N. 10th St., Reading, Pa. 4-20-4

BROKERS WANTED IN LEADING jobbing centers, to represent factory making large line of Nickel and Medium Grade Goods. Address PHOENIX, Box 139, care of The Tobacco World. 5-11-4t

FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application for particulars. Address MANUFACTURER, Box 139, care of The Tobacco World, Philadelphia 5-11-4t

FOR SALE CHEAP.—A first-class Perfecto Bunching Machine; has been in use for a short time. Also a lot of Durbell & Peters Molds, Iron Shaper Presses, Cigar Labels with Titles, etc. Address S. H. LICHEN, Allentown, Pa. 5-11-2

FOR RENT.—Part of three-story warehouse; good facilities for cigar factory or other purposes; second and third floors, 36 by 80 feet each; elevator and heating apparatus; located on siding of P. & R. Ry. at Akron Station. Address ELIAS WOLF, Akron, Pa. 5-11-4t

Philadelphia Tobacco Trade.

RETAIL ASSOCIATION DIRECTORS MEET.

A meeting of the Board of Directors of the Retail Cigar Dealers' Association of Philadelphia had a meeting on Monday afternoon, with nearly the full Board present.

The Board passed favorably upon the acceptance of a number of new members who had been proposed. The All-day Convention Committee was completed and now stands as follows: R. W. Boch, Chairman; J. Harvey McHenry, Secretary; John Klindworth, B. F. Batten and D. A. Schaible.

TUCK CORRECTS STATEMENT.

President Tuck, of the Retail Cigar Dealers' Association, of Philadelphia, has called attention to what he claims was a misstatement, regarding the reported resignation of F. B. Robertson from the Board of Directors and the All-Day Convention Committee of that association. President Tuck states that at a meeting of the Board of Directors of the association immediately preceding the last regular monthly meeting Mr. Robertson's resignation was demanded on alleged disloyalty to the association.

KLINDWORTH SUCCEUMS.

It was with sincere and deep regret that the trade learned of the financial difficulty of John Klindworth cigar dealer at Third and Chestnut streets. An assignment has been made for the benefit of creditors and a meeting was held on Monday afternoon last, when it was decided to dispose of the business privately at the best price obtainable and Mr. Klindworth was retained to continue the business in the meantime.

No statement of the total assets and liabilities has yet been made public.

L. BAMBERGER'S ESTATE ADJUDICATED.

In adjudicating the estate of Leopold Bamberger, Judge Ashman awarded a balance of \$814,580 31 for distribution among the heirs. He also approved the schedule of these legacies already paid: Jewish Hospital, \$5,000; Orphan's Guardian Society, \$1,000; Jewish Foster Home, \$2,500; Society to Protect Children from Cruelty, \$1,000; Hebrew Educational Society, \$1,000.

A. Z. SHERK IN PHILADELPHIA.

A. Z. Sherk, now prominently identified with the V. A. Collins Cigar Co., of Marietta, Pa., was a visitor in Philadelphia this week. Mr. Sherk is well known

in the trade, having formerly and for some time been engaged as superintendent of the out-of-town factories of T. J. Dunn & Co.

John Frey, a retail cigarist at 205 N. Eleventh street, is making some extensive improvements to his property. The building is being repainted inside and outside, repapered and generally overhauled and brightened up. New awnings, have also been added.

Thos. Martindale, head of the well known fancy grocery and cigar firm of Thos. Martindale & Co., at Tenth and Market streets, is confined to his home by serious illness from a complication of ailments and his many friends are somewhat alarmed.

A. J. Perlove, has purchased from M. I. Lifshetz, the retail cigar store recently opened by the latter at Third and Arch streets. Mr. Perlove formerly had a cigar stand in the Odd Fellows Temple, and also in the North American building.

J. Friedman's cigar and tobacco store at Fourth and Queen streets was entered by thieves last week, who, however, got but little for their trouble—about \$12 worth of goods.

E. V. D. Paul, President of the Universal Tobacco Company was a visitor in Philadelphia this week.

THE ROBERTSON EPISODE.

The following letters were received during the week, in response to the Robertson letter published in these columns last week:

NO FEAR OF CRITICISM.

Philadelphia, May 16, 1904.
Editor The Tobacco World,

Dear Sir: Regarding the rather scurrilous attack upon the Retail Cigar Dealers' Association of Philadelphia, and upon myself as President, I have only to say in the words of Gladstone: "Censure and criticism never hurt anyone. If false, they cannot hurt unless you are wanting in manly character, and if true, they show man his weak points, and forewarn him against failure and trouble."

J. E. TUCK.

Philadelphia, May 17, 1904.
Editor The Tobacco World:

I have read with some dismay the letter from F. B. Robertson, published by you last week. To me it looks like an attempt at further disruption. There is no doubt but what all the members of the association have not agreed on all points, but their efforts should be directed towards peace and harmony. We must grant you the right to have published it, but I fear it will serve no good to the writer of the letter; it was a little animus.

UPTOWN DEALER.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Our Leaders: { HONEST CHARLEY } Cigars—5c., 3 Sizes
ELLISTON

L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.

CHARLES D. BROWN, Salesman.



GEO. F. NASH,
JOHN SELDEN,
GEO. T. HUTCHINSON
BEN DE BAR.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent

LA FLOR DE A. C. F., 10-Cent

CIGARS

Samples and Prices Sent to Responsible People.

W. C. JACKSON

Manufacturer of

♦ Fine Cigars ♦

East Prospect, Pa.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

TOBACCO NEWS OF GREATER NEW YORK

COMBINING NEW JERSEY JOBBERS

A large number of tobacco jobbing houses throughout New Jersey are now being amalgamated. The headquarters will be in Newark, and John R. Miller & Son have been made the principals in the movement and the consolidation is being made under the name of the New Jersey Tobacco Company.

If all arrangements as planned go through the new combination will probably take in the following houses:—Newark: J. R. Miller & Son, Diamond Bros., J. G. Crawford & Son and John Goehring, Jersey City: Town Tobacco Co., and Myer Bros. Paterson: A. Myer Tobacco Co., and B. Feeney Tobacco Co. New Brunswick: Conover and Bernhardt, Asbury Park: S. A. Reeves. Red Bank: M. Pach & Sons.

The distributing depots of the various places to be arranged at about the following establishments: Newark: John R. Miller & Son; Jersey City: Town Tobacco Co.; Paterson: A. Myer Tobacco Co.; Red Bank: M. Pach & Sons remaining, their retail business having been sold to Wm. Cullington.

SAMPLING GOODS IN BONDED WAREHOUSES.

Bonded warehousemen of this city last week received a notice from the New York Custom House officials regarding an alleged practice by some warehousemen who do not properly close up bales of imported goods after drawing samples therefrom.

The notice reads as follows:

Sirs: I am informed that it is the practice in some of the warehouses of this port to permit some of the bales of tobacco for which sample orders have been issued to remain simply tied up, after having been partly sampled, awaiting further sampling. This practice cannot be permitted. You will instruct your porters or other employees having charge of sampling in your warehouse to see that every bale, from which samples have been taken, is immediately sewed up and restored to its former condition. You will see that this rule is strictly complied with.

Starr Bros., leaf packers, of 163 Water street, entertained the employees of their warehouse at Enfield, Conn., with the second annual concert, reception and social in Music Hall, at Thompsonville, Conn. Nearly 300 were present, including employees and friends.

Avelino Pazos, of A. Pazos & Co., also sailed for Havana last Saturday on the steamer Morro Castle, to spend several weeks in the Pinar del Rio and Tumbadero districts.

H. Duys, of H. Duys & Co., sailed on Saturday per S. S. Kroondland, for Europe, to be gone for some time. This firm has had active trade during the past two months and it is reported that they sold within a period of six weeks past full 1,000 bales of Sumatra, of both old and new goods. J. H. Duys, it will be remembered, recently returned from the west, and brought in a fine line of business, while Mr. Uhler, the Pennsylvania representative has also had a good business on their goods.

Mr. Frank Arguimbau, of Schroeder & Arguimbau, has gone South upon a short visit to their plantations in Florida, but will be gone only about two weeks. Geo. F. Schnath with this firm is just back from a visit through Pennsylvania, and brought in several very flattering orders. Chas. Klotz continues to look after the firm's local trade.

C. E. Michall, the force sweating specialist at 173 Front street, informs us that he is handling a considerable quantity of tobacco by his process which several extensive packers have found to be a highly satisfactory method of handling.

Trujillo & Co., manufacturers of Havana cigars, at Keywest, but whose general business office is at 187 Pearl street, this city, have adopted a method of particular identification of their goods by having their name on the hinge strips of their boxes, also the factory number. The firm informs the writer that they are having a very satisfactory run of business, and that the popularity of their product is expanding steadily.

On Saturday last S. L. Goldberg, of S. L. Goldberg & Sons, sailed for Havana. Mr. G. spends much of his time on the island in a general supervision of the firm's interests and may be gone some months.

TRADE-MARK VICTORY

Won by WISE & LIGHTENSTEIN In the case of S. Gluckman & Son, who put up packages of cigarette paper, suit was brought some time ago against the Strauch Company, of New York City, for an alleged infringement of the trade mark of S. Gluckman & Son for cigarette paper.

The Gluckman packages consisted of the pictures of Capt. Dreyfus and Emile Zola with French flags on each side and bearing the inscription "Truth Glorifies Always." The package also had the announcement "Gluckman & Son, Sole Manufacturers, Paris, Papier cigarette"

superieure," the whole wrapper being surrounded by a red border with a notice in the French language.

The wrapper of the cigarette paper manufactured by the Strauch Company contained the pictures of Sir Montefiore and Dr. Heral with Zionists flags on each side and the inscription "Two Great Men."

They also had the announcement "The Strauch Co., Sole Manufacturers, New York." The Strauch package was also surrounded by a red border.

At the inception of the case, a preliminary injunction was asked for and granted against the defendants, on the ground of the great similarity in appearance of the two packages, which was held by the Judge to justify an injunction to prevent deception and trade confusion.

On the case being tried before Justice O'Gorman, on Monday last, Wise & Lichtenstein appeared for the defendant and Messrs. Wilder & Anderson appeared for the plaintiffs.

The defendants put no witnesses on the stand, but relied on the affirmative defense that the plaintiffs did not come into a Court of Equity with clean hands, in that they announced themselves to be sole manufacturers at Paris, when in truth and in fact, they did not manufacture the paper and had no place of business in Paris.

Judge O'Gorman handed down a decision on Tuesday dismissing the plaintiff's complaint with costs, and holding the points raised by Wise & Lichtenstein to be absolutely conclusive.

The case has aroused great excitement especially on the east side of New York City, where large quantities of cigarette paper are constantly consumed.

CIGARMAKER'S UNION SUE.

Former Cigar Manufacturer Institutes Proceedings for Alleged Damages of \$48,000.

Local Union No. 165, Philadelphia, Cigarmaker's International Union of America, is at loggerheads with Edward Ehrlich, a cigar manufacturer, now of New York, and it is all about union labels that Ehrlich claims were not furnished him according to contract by the labor organization.

The officers of the latter body have a different tale to tell. They say that Ehrlich denied himself the right to the labels when he violated the terms of the contract, which called for a strict compliance with the rules of the cigarmaker's union. They further brand Ehrlich's claims as a "bluff," as he no longer has a cigar factory in this city.

As an outcome of the trouble, Ehrlich has entered suit in the United States Circuit Court against Union 165 to recover

\$48,000 damages, caused, it is charged, by the alleged failure of the officers of the union to fulfill the terms of the contract made with him.

Conducting a union factory recently in this city, the manufacturer, it is said, made contracts with retail dealers and others to furnish them with union made cigars. As it is necessary that all such cigars shall be identified by a union label issued by the authority of the Cigarmaker's Union, Mr. Ehrlich contracted for the same with the officers of the labor body.

The union's alleged failure to keep their promise to furnish the labels forms the basis of the present suit. No statement of claim has yet been filed in court. But both sides are rather reticent about discussing the innermost facts of the case.

In conjunction with the local union the following are also named defendants in the suit: Philip Montes, Mahlon H. Barns, William Uhlich and Charles Willinski.

Mr. Ehrlich has retained through his New York attorney, William S. Furst, a lawyer of the city. The latter told a Tobacco World representative yesterday that Mr. Ehrlich, in order to secure the union label in this city, spent fully \$5,000. The failure of the union to supply the labels contracted for, he alleges, resulted in a great loss to his client, for the dealers with whom contracts were made refused to receive the cigars without the labels.

On the other hand the officers of Union No. 165, with headquarters at 232 North Ninth street, scouted the idea of Mr. Ehrlich making out a justifiable claim against them. They claim that at the proper time it can be easily shown that the New Yorker violated the terms of the union contract.

"We don't care to do much talking just now as that would spoil our case," said one of the officers. "When the case comes up in the court, if it ever does, Mr. Ehrlich's claims can be easily answered. The assertion of Mr. Ehrlich's attorney that his client spent \$5,000 in contracting for his labels and then did not get them is ridiculous. We do not sell the labels; they are furnished free and pasted on. All the manufacturer does is abide by the terms of his contract. There is no charge for the printing, and I don't see where Mr. Ehrlich could have spent his money."

It was said that Ehrlich had a local factory for a few months at Fourth and Callowhill streets, a short time ago and at times employed as high as thirty men. The stock he is said to have brought over from New York was returned to that city before the public sale of the fixtures of the factory took place.

The representatives of the union did not care to discuss the question as to whether their refusal to supply Ehrlich with the labels caused him to leave this city and return to New York.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.



H. H. MILLER, LEAF TOBACCOS Light Conn. Wrappers and Seconds SHADE-GROWN and IMPORTED SUMATRA and HAVANA Nos. 327 and 329 North Queen Street, LANCASTER, PA.

WALTER S. BARE, Packer of Fine Connecticut Leaf ALL GRADES OF DOMESTIC Cigar Leaf Tobacco Office and Warehouse, LITITZ, PA.

B. F. GOOD & CO. PACKERS AND DEALERS IN Leaf Tobaccos 145 North Market Street LANCASTER, PA.

J. W. BRENNEMAN, Packer and Dealer in Leaf Tobacco Packing House, Millersville, Pa. Office & Salesrooms, 110 & 112 W. Walnut St., LANCASTER, PA. UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's First Class Pennsylvania Havana Seed Binders Fancy Packed Zimmer Spanish Fancy Table Assorted Dutch Fancy Packed Gebhart Every Case of

1902 FINE FORCE-SWEATED Our Own CONNECTICUT Packing

I. H. Weaver, Packer of Leaf Tobacco 241 and 243 North Prince Street, LANCASTER, PA.



W. R. COOPER, PACKER OF Penna. Broad Leaf and Dealer in All Grades of Domestic Cigar Leaf Tobacco, 201 and 203 North Duke St. LANCASTER, PA.

J. K. LEAMAN, Packer of and Dealer in LEAF TOBACCO 138 North Market St. LANCASTER, PA. United Phones

CHAS. TOLE & CO. Packers of Leaf Tobacco James and Prince Streets, LANCASTER, PA.

Truman D. Shertzer, Packer of and Dealer in Leaf Tobacco No. 313 East Fulton Street, LANCASTER, PA. CONSOLIDATED PHONE.



The Gilt Edge Cigar Box Factory Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State. Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds. Daily Capacity, Five Thousand Boxes. J. FRANK BOWMAN, 51 Market St., LANCASTER, PA.

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS

AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Wis.
Milton, Albany.

PACKERS OF LEAF TOBACCO

Reading, Pa.

WORLD POWER

WIS.

TELEPHONE

STORAGE CAPACITY 10,000 CASES

J. E. SHERTS & CO.
Manufacturers of

High-Grade
Seed and Havana

CIGARS
Lancaster, Pa.

WORLD POWER

WASHINGTONIAN * GREAT FATHER
SEED AND HAVANA

10c

10c

MANUFACTURED BY **A. B. CLIME** TERREHILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFE'S CHOICE
POINTED ARROW SHARP KNIFE
VAMPIRE

5c

5c

York's Cigar Industry.

The Trade Reaches Every Section of the Country—Business Notes Here and There.

York, Pa., May 16, 1904.

Cigars made in this county are shipped into every State of the Union, and ultimately reach nearly every city, town and hamlet in the country, largely, of course, through some wholesale distributor at one place or another. The jobber is therefore a very important factor to the York county manufacturer. When for any cause whatever the trade is dull with the distributors of one or more of our factories, it is soon felt at factory headquarters, and they have felt a lot of it this year. It has been noticed that at times factories in some sections of the country may have but a small demand for goods, while others are well filled with orders. This is due at times to the local conditions of trade in the section of the country into which they have been or are sending most of their goods. For instance, a certain factory that has been sending a considerable quantity of goods to the State of Minnesota, has been advised only last week, by a large distributing concern, that the State was just emerging from its freeze up, and that the ice in some places was just breaking up. Under such conditions and at this time of year much business could not be expected from that section. And so it goes; some factories are having some good orders and many others are scarcely receiving any. Of course, things will adjust themselves again in the course of time; but it seems like a long time to many of them.

It has been said that "All things come to him who hustles while he waits," but then some of us do not possess enough of the hustling proclivity, and consequently some one else gets the biggest slice of the loaf.

Harry J. Bridenbaugh's cigar store at South and Church streets was robbed last week of a few hundred cigars, and it is believed to have been done by some one thoroughly familiar with the place.

Geo. A. Kohler has returned from a two weeks' western trip, during which time he also visited the St. Louis World's Fair.

On June 4th Sheriff Peeling will sell the property of the Union Cigar Manufacturing Company of Loganville.

R. D. Zech, last week, made another

large shipment of tobacco to Lancaster. This made up a total of 23 carloads shipped by him this year.

The American Leaf Tobacco Co. has been organized at McSherrystown, Pa., and in it several men well known in the trade are interested. Charles F. Smith, of McSherrystown, is the general manager of the business as regards both selling and buying, and the firm already has a line of desirable goods to offer the trade.

S. P. Kinard, of Craley, has broken ground at the corner of 7th and Hellam Sts., where he will erect a large factory.

DALLASTOWN.

Of the numerous cigar manufacturing industries of Dallastown there is none more widely and better known than that of J. C. Heckert & Co., who are engaged wholly in making a medium and nickel line of goods, and it is said the largest line of its kind in the country. The enterprise which has been exhibited by Mr. Heckert in advancing the material interests of his town as well as his personal business, will long be remembered by the entire community whose appreciation is just beginning to be fully shown. In addition to the factory at Dallastown, which affords employment to a large number of people, he also has another factory at Stewartstown, which is also making rapid advances, and has already proven a veritable boom to that place which it has helped in many ways.

Notwithstanding his extensive personal interests in the factory, Mr. Heckert finds time to devote to outside enterprises such as the First National Bank of Dallastown, of which he is First Vice President, and furthermore he is deeply interested in educational matters being closely identified with the Lebanon Valley College and other public spirited institutions. He is also interested in the Merchants Cigar Box Company, of Dallastown, and a pioneer patron of the local fire department, which, of course, depends largely upon the public spirited men of the town for proper support. In practically every movement of public improvement of Dallastown Mr. Heckert is one of the most prominently interested. It is just such things which vividly portray a man's public and moral worth, and the successful and safe conduct of which is an eloquent tribute to the characters of the men behind the various movements.

P. G. Shaw who lately succeeded to

AMERICAN EMPIRE

10 CENT

EL VOLCANO

5 CENT

J. E. SHERTS & CO.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO. 1
1ST DISTRICT, PA.
READING, PA.

the cigar manufacturing business of Shaw & Smith at Dallastown, is also one of its most prominent men, having been for more than six years postmaster at Dallastown. Mr. Shaw is the Chief of the Dallastown fire department, which is conducted on the volunteer service plan. It is quite evident that there has been great confidence placed in Mr. Shaw, and which he regards as a sacred endowment. He has won the reputation of utmost fair dealing, is prompt reliable and highly energetic, and consequently has also become very popular in his community.

Since Mr. Shaw's acquisition of his former partner's interest in the cigar manufacturing business, he has entered it with an even greater ambition than before, and his continued efforts will doubtless be rewarded with increasing success. He is thoroughly familiar with the peculiar requirements of his chosen occupation, and is well endowed with that spirit of vim and energy which is calculated to bring him that measure of success for which he is earnestly striving.

Quiet Trade in Lancaster.

Manufacturers the Principal Buyers—Meeting of the Tobacco Growers.

Lancaster, Pa., May 16, 1904.

It has been another week of quiet trade among dealers and packers in this city, and dealings were confined largely to the local manufacturing industry.

The farmers were the busiest set of people in the county last week, which was the first really good one they have yet had this spring. The rather cold snap of last night came very close to doing some damage to the young plants, and it was perhaps only owing to a high wind that damage by a light frost was averted.

The cigar industry is not yet booming, although in some sections it is getting a little better, apparently, and some larger orders are beginning to come in.

A meeting of the Lancaster County Tobacco Growers' Association was held Monday, at which the attendance was only moderate and the interest not unusual. President B. Ezra Herr occupied the chair.

M. L. Greider exhibited some shade grown Sumatra tobacco which was grown at the experimental stations situated at Marietta and Milton Grove. It was pronounced to be of fine quality by those present.

President Herr stated that an excellent quality of tobacco was presented by the farmers throughout the county for the exhibit at the St. Louis Exposition; the only trouble was that there was not sufficient to send.

M. L. Greider stated that the tobacco sent there was some of the finest ever sent out of the county for an exhibit. Mr. William DeHaven has charge of the exhibit. Some cigars made from the shade grown tobacco were also exhibited at the meeting and pronounced by those present to be good.

Simon Shissler, who was present and examined the tobacco and cigars, stated that in his opinion the Marietta tobacco was the finest in texture, but the Milton Grove tobacco was the best colored. About half an acre of tobacco was raised at Marietta, which yielded about 600 pounds.

The burning of the Milton Grove tobacco, in Mr. Shissler's opinion, was better than the Marietta tobacco. He said that it will make a good cigar, but could not be compared with the imported when properly sweated. The cigars exhibited were fine. This tobacco without a doubt will make an excellent burner as a wrapper, in the opinion of Mr. Shissler. After discussing the question at some length the members adjourned.

J. T. Evans, attorney-at-law, of Ephrata, will be in attendance at the session of the State Supreme Court in

Philadelphia, today and Tuesday, he being one of the counsel for the plaintiffs in the case of the Walter G. Wilson estate vs. John F. Mentzer, as trustee in bankruptcy for Harvey B. Bitzer, a former cigar manufacturer at Ephrata, which will be argued at that session of the Court. The other counsel for the plaintiffs are H. M. North, Esq., of Columbia, and A. S. Johns, Esq., of Lancaster. The counsel for the defense consists of W. U. Hensel, W. R. Britton and W. H. Keller, Esq. of Lancaster. The plaintiffs have appealed the case to the Supreme Court. Tobacco worth \$7,500 is involved in the case.

T. S. Albright, of Ephrata, has enlarged his cigar factory and will employ more hands.

Harry Slick has opened a cigar factory at Stevens.

G. W. Wechter, cigar box manufacturer of Akron, who is not only very popular in the trade, but also among his employes, joined some of his workmen in a fishing party recently, and it is said they caught a big lot of 'em.

ROTHSVILLE.

R. E. Jacoby, of Rothsville, is engaged in making a rather exceptional line of goods, ranging in price from \$15 to \$75 per thousand. Although it has not been one of the best of years with the trade in the county, so far this year, he has been steadily busy, and has also extended his trade somewhat since January 1. His goods are selling particularly well in the East and the far West. Special efforts are now being made on his Masonic Knight, a \$35 cigar, the Smoker's Pride, a \$25 cigar and the New Queen, a nickel brand.

WEST EARL.

The man has yet to be found who can dispute the ability of L. R. Brown, or that of his son, Chas. D. Brown, as cigar manufacturers. This business in a meas-

ure, is under the control of the latter, the father having placed the principal responsibility upon the shoulders of his son, and who, by the way, is a young gentleman of marked ability, having had, of course, a most thorough training at the hands of his father, and the son has already shown his worthiness of the confidence reposed in him.

The extensive trade which the house has built up has been accomplished by enterprise and pluck, of which so many can not boast. It has been their special object to build up a reputation on a certain class of goods, and the large sales of which, throughout the West and North west is conclusive evidence of their success in that direction. Particular care has been taken to secure a uniformity in flavor by careful blending and skillful workmanship, with the result that the factory is operated to its full capacity. There are several brands of their manufacture which have become very popular in the locality in which they are being distributed, and the trade from them alone would be sufficient to keep many another factory busy constantly. Additional brands are only added to the lists as particular occasion may require, it being their idea that it is best to keep known brands constantly and well before the public.

It has been erroneously thought that a man with a board and a knife and a few pounds of tobacco can enter the cigar manufacturing business. Maybe he can but if that is his whole stock in trade, and he lacks the necessary knowledge his time will be short. In the instance of Clayton S. Cooper, of West Earl, it has been shown that when a man starts in the cigar manufacturing trade with a proper knowledge of his undertaking, and a comfortable capital, his chances of success are more than fair. In short Mr. Cooper has made it a success. Although he began business in

Choice of the Market

10¢

5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.



MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H. S. SOUDER
MAKER OF
CIGAR BOXES
CIGAR LABELS

Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

one room of his residence and by energy and enterprise has built up a good prosperous trade, and has made his factory one of the largest in his section of the county, employing at present about forty people, and has enrolled on his books some of the most desirable accounts to be had by any cigar manufacturer, by maintaining a high standard of goods offered by him. He is still a comparatively young man, and has the brightest of prospects before him, and it would not be the least surprising to see his business grow to much greater proportions because of his energy and untiring personal efforts.

Trade-Mark Register.

ILLE PUGIL. 14.452
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 11, 1904, at 4 p m, by C. Fife, Philadelphia, Pa.

LOOSE ROLLED. 14.453
For cigars and cheroots. Registered May 16, 1904, at 9 a m, by F. R. Jones, Stevens Point, Wis.

PARAKEETS. 14.454
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 16, 1904, at 9 a m, by W. H. Raab & Sons, Dallastown, Pa.

MILLER HUGGINS. 14.455
For cigars, cigarettes, cheroots and stogies. Registered May 16, 1904, at 9 a m, by John A. Schmitt, Cincinnati, O.

NATURE'S FIVE. 14.456
For cigars. Registered May 16, 1904, at 9 a m, by Miller Bros., Red Lion, Pa.

CANCELLATION.
"El Parento," registered May 6, 1904, by Henry Bernstein, Philadelphia, Pa., has been canceled.

REJECTIONS.
Nava, Scarlet Letter, Cleo, Clero, Its Good, Us Five.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Sultan's Choice, Wilson's G. B. Cigar, Wrinkle Winkel, Wrinkle Dinkel, Flor de Peebles, Yungler, Bouffe, Torches, Little White Rose, Flor de Marin, White Rose Monitures, Hawkeye Stogie, Tri City, Timber City, Los Patriotes, The Senior Sagamore, O. D., Egyptian Lily, Egyptian Lasmine, Custom Import, Old Site, W. & P. Cigar, Boston Slice, A. S. D., Belle of the Season, Idealistic, Waupanseh, Guyan Valley, Bridal King, Maurice Mansell, Maranes, Sasanta, Kingettes, Bobettes, Dixie Sport, Red Ass, Southern Sport, Rogat Cigarettes, 403, Four Hundred and Three, Clean Hit, Hampton Beach, Quoque Beach, West Hampton Beach, Sacandaga, Col. Melville Cochran, La Gambusina, Japski, El Opanto, La Flor de Alejandro, Ulyto, By-Laws, The Smoke That Made Pittsburgh, Lady Berks, Casaudia, Charles the Bold, Champollion, Coligni, Cuiq-Mars, Be Thou, Don Anselmo, Don Bruno, Don Furioso, Earl of Gloster, Gilbert Stewart, Goveval, Haleen Pacha, Hasaer, John Hampden, Ibrahim Pacha, John Linnell, Lenab, Lord Dunmore, Luis Falero, Mamaluke Emit, M. De Lesseps, Prince of Conde, Olivares, La Pavane, Prince Maurice, Regan, Reynaldo, Robert Pine.

TRADE NOTES

S. B. Anderson has opened a new cigar factory at Peoria, Ill.

D. E. Roberts, of Chicago, will soon open a cigar factory at Dixon, Ill.

Messrs. Donadieu & Menes have opened the La Universal Cigar Factory at Nogalis, Ariz.

The tobacco growers in Southern Kentucky are preparing for a much larger acreage this year.

L. R. Osburn, formerly of Connersville, Ind., has opened a cigar store and cigar manufactory at Piqua, O.

The former Mills, Bachelor & Co. store at Stockbridge, Mich., has again opened under the firm name of Bachelor, Gregory Co.

D. H. Sheahan, of Knoxville, La., will remove to the Kauffman Building in that town, where he will open a modern cigar store and factory.

The Queensburg Tobacco Pipe Company, with a capital of \$25,000, was incorporated at Washington, D. C., by H. J. Crasson, Saml. D. Webb, and W. B. Reilly.

R. L. Ramsdell, Minneapolis, Minn., has been incorporated with a capital of \$50,000, by R. L. Ramsdell, George J. Sherer and Chas. P. Barker, to manufacture cigars, etc.

Commonwealth Cigar Co., of Boston. Incorporated with capital of \$10,000. Shares \$10. President, Louis D. Serrette; Treasurer, Edward M. Serrette; Clerk, Thos. W. Norris.

Deputy Internal Revenue Collector H. A. Groman, while searching last week for cigars in Easton, supposed to have been smuggled in through New York, found nearly 1,500 in the store of an Italian.

Joseph Andrews, of Germantown, O., an old and well known tobacco buyer, died at his home in that town last week from a paralytic stroke. He was seventy years of age, and had a large circle of friends.

The Frank Unnewehr Company has been incorporated at Cincinnati, O., to manufacture cigar boxes, etc., by Frank Unnewehr, Wm. J. Afsprung, Henry B. Sandmann, K. Aman, and George Unnewehr. Capital stock \$150,000.

Tobacco growers in the vicinity of Corning, New York, say that the acreage this year is not likely to be much more than half of what it was last year. The season has been so backward that it interfered very much with their work, and besides that, the price realized for last year's crop was too low.

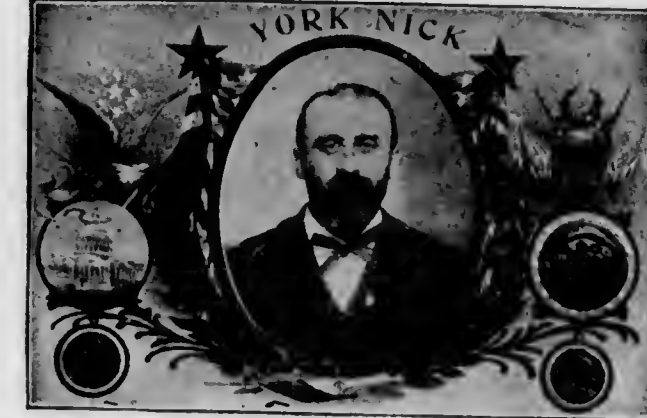
The mammoth Pee Dee Tobacco Warehouse at Florence, S. C., has been burned to the ground. The warehouse was insured for \$3,000, and the contents, which consisted mostly of leaf tobacco, for \$3,500. This is the third time the owners of this warehouse have been burned out, and it is thought that the fire was the work of an incendiary.



G. A. KOHLER & CO.
WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,



J. F. SECHRIST,
Proprietor
Maker of
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine
Seed & Havana
Cigars

Joe F. Willard is Our Popular Leader.

T. L. ADAIR,

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

W. H. RAAB & SONS

MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

M. H. Clark & Bro

Leaf Tobacco Brokers,
Clarksville, Tenn.

Cable Address: "CLARK."

HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses. Please place yourself in correspondence with us. WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

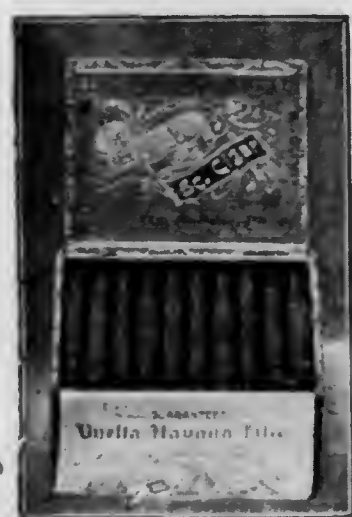
STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



OUTPUT OF FIRST OHIO DISTRICT.

The output of the tobacco trade during the month of April in the First Ohio District (Cincinnati and Middletown) is not of a nature to excite enthusiasm. Compared with the output for March there has been an increase, but compared with the output of April, 1903, there has been a considerable falling off. A comparative statement for April is as follows:

	April.	March.
Cigars, No.	19,705,095	18,962,928
Tobacco, lbs.	1,703,879	1,688,767
Sm'l cigars, No.	256,000	376,000
Cigarettes, No.	2,000	13,000
Snuff, lbs.	139	14

The output for April, 1903, was:

Cigars, No.	31,409,430
Tobacco, lbs.	1,873,108
Small cigars, No.	348,000
Cigarettes, No.	1,000
Snuff, lbs.	35

The cigar manufacturing branch of the business seems to be in the least favorable condition, and shows the largest percentage of decrease as compared with the same month of last year.

Smoking and chewing tobacco is in a similar position, although the condition of that branch of the trade shows only a small decrease.

Small cigars experienced something of a boom for several months, but even in this branch there has been no increase.

For the ten months of the current fiscal year there is a decrease in all lines of manufacture when compared with the output of the same period in the fiscal year 1902-03:

	1903-04	1902-03
Cigars, No.	232,867,026	262,998,946
Tobacco, lbs.	17,482,141	19,598,862
Sm. cigars, No.	2,268,000	2,754,000

Leaf Tobacco Markets.

HOPKINSVILLE, KY.

M. D. Boales.

Continued activity prevails in the new crop on the loose floor and country purchases at better prices. Lugs, 2 1/2 to 3 3/4 c; Leaf 3 3/4 to 7 c. Planter's sales, 5 to 7 c crop round. Hoghead tobacco is in better request; sales all private. First public break sale next Wednesday, 18th. Liberal offerings will be made if buyers have orders. Old tobaccos are quiet but firm. Leaf, Short, 5 1/4 to 6 3/4 c; Long, 6 1/4 to 8 1/2 c. Stocks about 625 hhds., all dark heavy styles, which do not appear in the new crop, as it runs largely light to light brown colors and light body, well suited for manufacturing.

Receipts for the week, 405 hhds.; for the year, 2,110 hhds. Sales for the week, 65 hhds; for the year, 1,078 hhds.

The weather is cool and dry. Planters

have not made the usual preparation of plant land—only about one-half—and are disposed not to plant any in many cases, others one half crop and some three quarters. None a full crop. Prices are low, labor scarce and unreliable.

EDGERTON, WIS.

There is little change to note in the market conditions except that the volume of transactions in the '03 crop have fallen off somewhat during the week. There is still a good deal of riding being done and while the majority of the sales are at low figures, dealers are looking for the better grades for which they are willing to give larger prices than those usually quoted. Old leaf of '02 and '01 is also being sought after in country hands. Sales coming to notice are:

Henry Oscar, 8a at 6 1/2 and 1c.
O. Fessenden, 5a at 5c.
F. Handtke, 6a at 5c.
J. Kennedy, 3a at 5c.
Wm. Leiz, 5a at 3 1/4 c.
Ole Hellegard, 20cs '01 at 8 1/2 c.
Lewis Otteson, 55cs '01 at 8 1/4 c.
C. C. Holland, 37cs '01 at 8 1/2 c.

Local dealers have disposed of a few small lots of old leaf during the week, while our Janesville correspondent tells of larger transactions.

Deliveries at the warehouses are continually coming in and at most of the packing points there is work in sight for some weeks yet.

The plant beds are making good progress and need only warm weather to bring them along very rapidly.

Shipments, 488 cases and 3 cars of bundle goods.—Reporter.

CONNECTICUT VALLEY.

In looking among the farmers we find that the season is about as far advanced as is usual at this time of the year. The tobacco land is receiving its coat of stable manure and ashes and other fertilizer in one form or another.

One farmer within 1 1/2 miles of this place is raising a crop of forty-five acres of onions, about twenty acres of tobacco, and other farm produce in abundance.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

The Reason "STAR" STOGIES SATISFY

the 10 cent smoker is that the tobacco used in their manufacture is as carefully blended as that used in high grade cigars.

The saving is in cost of making. You are going to burn it anyway—why pay five times as much simply for appearance.



To verify the truth of this reasoning will only cost you Ten Cents and may save you many dollars.

Cigars of the same quality vary in price as much as ten cents apiece, owing to the difference in finish.

"STAR" STOGIES

cost more than other stogies because they are made of better tobacco; they cost less than ten cent cigars because of the difference in appearance.

It's Expensive to Smoke with the Eye

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.
— THE TOBACCO WORLD —

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO
C. RUPPIN--LANCASTER, PA.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY

Wholesale
Manufacturer of

High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C.M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only

OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

On the farm owned and operated by Oscar Belden & Sons, we hear that they have tobacco, individual plants of which will hide a silver dollar. Our own are not so forward, but we have plants that a half dollar will not cover, and from many others we hear the same story. Such plants are early enough; we mean the latter size. For every one that has known us for the last ten years knows that we have ever talked of early June setting as securing the best quality of tobacco. We know how the farmers argue on the question, and a great many are inclined to early May as the proper time to set out the crop. In advocating the June setting, I do not mean to convey the idea of late growing and harvesting. I mean that the season has become warm and is especially adapted for the quick starting and quick growth of the crop, provided the proper amount of fertilizing material has been supplied with which to feed the plant not sparingly, but to repletion. I well remember growing a crop of the old Connecticut seed, and just sixty days from the date of setting we commenced to harvest the crop. I know that the old seed will ripen a week or so earlier after the topping has been done than will the Havana seed. I speak of this particular crop to show the value of feeding the crop copiously. We fitted the land in the usual manner, then dug large hills with the hoe, put quite a good quantity of fertilizer in the bottom, then a good large shovelful of fine manure on the fertilizer and covered with a hoe. Well, now, talk about growing! We managed to hoe the crop twice, but as to getting into it with the horse and cultivator afterward, it was simply impossible. There were 1½ acres of this crop. There were no brindle plants in the whole field, and about every plant was large and stocky. I believe that this early setting and the consequent cold weather following has much to do with the raising of what is called brindle tobacco. When the crop is set it seems to start well until we have a cold spell, and

of course, it takes a number of days to get the crop growing again. There comes one day with the thermometer way up in the eighties, and the plants wilt down and look as though they never would recuperate. In many cases they do not recuperate, for the next time you hoe you begin to see the brindle spots on the leaves. I may be wrong in my diagnosis of the disease, but when doctors disagree, etc., what can we poor mortals do, but guess?

Our correspondents write:
Suffield: "Plants are backward, but coming on well of late. Late transplanting will be the rule. The result should be a greater proportion of choice tobacco at harvest time."

East Whately, Mass.: "Have no sales to report at this time. Tobacco beds are looking fine in most instances, and plants bid fair to be as early as usual."
North Hatfield, Mass.: "Tobacco beds, as a rule, are looking fine, and will be early enough to suit most growers. As to acreage of tobacco this year, there will be no increase. Only one new barn going up; this is built by John Prenx, the size being 60x30 feet."—American Cultivator.

Business Changes, Fires, Etc.

Connecticut
New Haven—S. Lamber (Mrs. G.), cigars and tobacco, bill of sale, \$1.

Illinois
Aurora—J. M. Maher, cigars, etc., succeeded by W. M. Henderson.

Chicago—Max Gordon, cigars, etc., out of business.—Aug. Johnson, cigars, etc., out of business.—Julius Cunradi, cigars, bill of sale, \$1.

Indiana
Fort Wayne—Frank J. McCormick, cigar mfr., suit, \$150.

Indianapolis—Robert E. McKenna, cigars, etc., chattel mtge.

Iowa
Dubuque—W. H. Kenyon, cigars, succeeded by Frank Edwards.

La Porte—E. E. Drake, cigar mfr., mortgagee in possession.

Shenandoah—T. J. Evans, cigar mfr., succeeded by T. J. Stevenson & Co.

E. A. CALVES & Co. **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED
LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23rd St. NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.

Howard & Boundary Aves.
YORK, PA.

F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864

Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Green, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

EMBOSSSED CIGAR BANDS
Are All the Rage.

We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
Largest Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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Manufacturers of
Cigar Boxes AND Shipping Cases

Dealers in
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LEAF TOBACCO BROKER
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NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
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BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.
Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited.

Write for Samples.

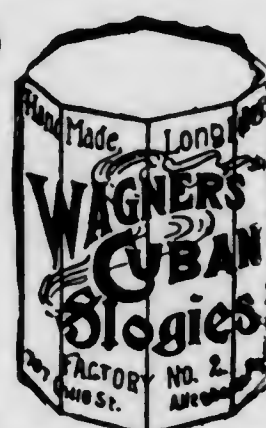
SOMETHING NEW AND GOOD

WAGNER'S CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connection

Manufacturer of

Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Maine
Millinocket—Le Page & Bishop, to-
bacco, etc., succeeded by F. Le Page.
Maryland

Baltimore—Baxter & Bird (firm name),
wholesale tobacco, succeeded by A. E.
Templeton.

Massachusetts
Boston—Patrick J. Keefe, cigars, etc.,
chattel mtge., \$1,000.

Chelsea—Duncan McIntyre & George
H. Clinton, cigars and tobacco, chattel
mtge., \$300.

Fitchburg—William J. Savage, cigars
chattel mtge., \$500.

New Bedford—E. T. Chapman & Co.,
wholesale and retail cigars and tobacco,
chattel mtge., \$5,000, discharged.

Michigan
Detroit—W. H. Ellis Co., wholesale
and retail tobacco and cigars, trust chat-
tel mtge., \$11,420.

Nebraska
Albion—Jonas E. Needham, wholesale
cigars and tob., warranty deed, \$2,500.

Wilcox—L. M. Teachworthy, cigars,
etc., released real estate mtge., \$500, and
gave real estate mtge., \$750.

New York
Albany—Bart M. Hurth, cigar mfr.,
assigned.

Elmira—Brant Smith, tobacco and ci-
gars, bill of sale, \$1.

Lynbrook—Wm. W. Sault, cigars, etc.,
succeeded by Joseph Sault.

Newburgh—Canniff & Wariag, cigars,
assigned.

Ohio
Cincinnati—W. W. Martin & Bro.,
retail cigars, out of business.

Leipsic—L. F. Winkler, tobacco, and
cigar mfr., sold out; moved to Deschler.

Oregon
North Bend—Magary Bros., cigars,
etc., sold out to Wilson & Goodwin.

Virginia
South Hill—Hamlet & Matthews, leaf
tobacco warehouse, sold out.

Washington
North Port—B. D. Williams, cigars,
etc., dead.

Wisconsin
Edgerton—Andrew Jensen, leaf tob.,
warranty deed, \$400.

PATENTS RELATING TO TOBACCO, Etc.
759,476 Cigarette roller; Chas. Schop-
ke, San Francisco, Cal.

36,911 Design—Match safe or simi-
lar article; Henry L. Rothschild, San
Francisco, Cal.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots
are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.

Manufacturer of
Cigars

Fine and Common
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

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HAND-BOOK FREE. Explains everything. Tells
How to Obtain and Sell Patents. What Inventions
Will Pay. How to Get a Partner. Explains best
mechanical movements, and contains 300 other
subjects of importance to inventors. Address,
H. B. WILLSON & CO., Patent
774 F Street, N. W., **WASHINGTON, D. C.**

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders
[LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.

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The Droit Building, WASHINGTON, D. C.

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PRINTERS OF

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COUPON CIGAR POCKETS

Afford perfect PROTECTION against
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Indorsed by all Smokers, and are
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RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House
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WORLD-RENOWNED

Spanish Betuns,

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Since 1855.
Please write for them.

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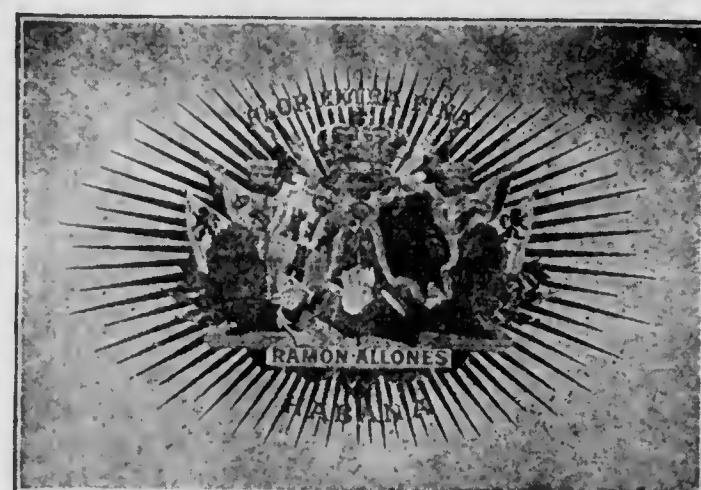
MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CALVES & CO.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the
Royal House of Spain.



This Factory Being Independent is Enabled
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Factory, Galiano 98,
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NATIONAL CUBA CO.
Sole Representative of the
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147 Water St., New York.

CIGAR BOXES,
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LABELS,
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RIBBONS,
and
CIGAR
MANUFACTURERS'
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South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

L. E. Ryder, Factories 26 and 517,
9th District Penna.

Wholesale Manufacturer of

Cigars

LANCASTER, PA.

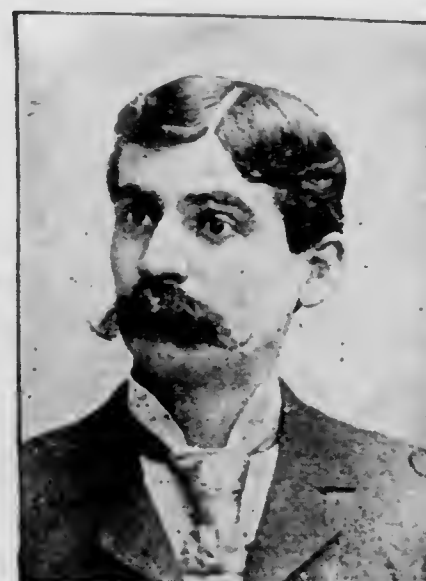
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All
Fine
Work



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Communicate with the Factory.
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ESTABLISHED IN 1881
Vol. XXIV., No. 21.

PHILADELPHIA, MAY 25, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents.

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Reasonable Prices Can Always Be Secured

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No. 170 Water Street,
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Manufacturers,
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(NICKELBY, 5c.)



Factories:
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210, 212, 214 North Broad Street,
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HARRY M. LOEB, PHILADELPHIA
Successor to S. LOREN & CO.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

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114 N. 7th St. Gumpert Bros.
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Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



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No Free Trade Tobacco.

IN adopting a resolution that its Legislative
Committee be instructed to oppose any re-
duction in the tariff on the tobacco product of the
Philippine Islands, the National Leaf Tobacco
Association probably voiced the sentiment through-
out the United States of both the tobacco trade
and the consumers.

The present tariff allows protection to Ameri-
can grown tobacco, and a just competition among
the growers, manufacturers and dealers of the
different types raised in the various States. To
admit the Philippine product, now comparatively
small, but likely soon to increase in quantity, at
free trade rates, would at least amount to a menace
in time to the similar home industry.

The principal advocate of the scheme for the
benefit of the Philippines seems to be Secretary
Taft, who was the late civil governor of the islands,
and he is said to be backed up by others in the
administration. About a year ago, when Taft was
civil governor, he cabled to Mr. Root, then Secre-
tary of War, that "unless Congress immediately
passed a bill granting the free admission of cigars
and other tobacco products, the utter ruin, and
possibly starvation, of the operatives of the cigar
industry in Manila would certainly follow." These
sad predictions were not verified. The natives
evidently found a market at home for their cigars,
or sought other employments.

Those who desire the prompt passage of a
free trade measure say that the Philippine leaf is
of very inferior quality and can only be produced
in relatively small quantities. On the other hand,
a learned soil physicist of the Bureau of Agriculture
of the Philippines says that the islands, with expert
farming, could produce tobacco equal to the best.

If this is so, no doubt the wonderful tobacco
of the Philippines would find some market in this

country. But let a proper duty be maintained on
its import so as to give the home product adequate
protection. Perhaps we ought to give a little en-
couragement to our colony out in the Pacific and
speak well of its infant industry, but, at the same
time, we should remember that "self preservation
is the first law of nature," and that "charity begins
at home."

Disloyalty and Disproof.

IT is always a serious matter for one man to
make a charge of some kind against another,
and such a step should be thought over well, and
then again, to make sure that one is not acting in
haste, or that he has made absolutely sure he is
right, and can without difficulty substantiate any
utterances that he makes, for it is so much easier
to talk about things than it is to do them.

An incident which occurred at the last meet-
ing of the Philadelphia Retail Dealers' Association
illustrates the point in question.

The presiding officer lodged a complaint
against another officer of the association, alleging
disloyalty, and demanded his resignation. The
accused tendered his resignation as an officer, and
now remains only as a member, but insisted upon
knowing the specific evidence upon which he
could be so informally dismissed.

No evidence further than personal remarks
was produced, and subsequently the charge was
withdrawn, as the guilt of the accused was not
proven, and therefore, of course, he should be
considered entirely innocent.

The actions of both parties were prompted,
they said, in the spirit of harmony, and for that
they must be complimented, as otherwise it might
have caused a serious division, if not a complete
disruption.

Changes in Customs.

A CHANGE in customs which is now con-
templated by the Senate Finance Commit-
tee will effect more or less the importation of to-
bacco as well as other commodities.

The Committee is composed of Senators
Aldrich, of Rhode Island, Chairman; Allison, of
Iowa; Platt, of Connecticut; Spooner, of Illinois;
Daniels, of Virginia; Bailey, of Texas, and Gorman,
of Maryland. This Committee has appointed a
Sub-Committee which will investigate the proposed
changes in the Customs Administrative Act as em-
bodied in the bill by the House during the last
session of Congress.

The Sub-Committee will visit New York some
time during the recess, at a date not yet deter-
mined, for the purpose of consulting with the
Board of General Appraisers and customs officials.

It is understood that representatives of the
Chamber of Commerce, the Merchants' Association
and the Board of Trade and Transportation will be
given a hearing and also that some of the leading
importers will be given an opportunity to present
their views.

Chairman Payne, of the Ways and Means
Committee, in explaining the bill to the House

when it was favorably reported, said that the
measure involved simply two propositions, which
he proceeded to outline as follows:


"The bill proposes to amend three sections of
the present Administrative Act. The first amend-
ment is to section 7 of that Act. The provision
now is that when the appraised value of imported
property exceeds the inventoried or entered value
at the Custom House by 50 per cent. the property
may be forfeited. This bill makes the business
easier for the importer and better for the transac-
tion of business by requiring, instead of an increase of
50 per cent. an increase of 100 per cent; in other
words, the appraised value must be 100 per cent.
above the inventoried or entered value in order
that the e may be a forfeiture. That is the only
change made in that section

"The other provision of the bill refers to the
method of procedure before the Board of Appraisers
and to the appeal. The present law provides that
the Board of Appraisers may hear any case where
protest has been made as to the appraisement and
may hear evidence such as is presented by either
side. They must hear some evidence. The pro-
vision of the present law is satisfied if there is
submitted simply a sample of the goods in question,
without any other evidence. So that the Board of
Appraisers may have in some cases no light by
which to determine whether the valuation is right
and whether the duties have been properly levied.




"Under the present law there is an appeal
from the decision of the Board of Appraisers to
the Circuit Court, and in the Circuit Court there is
a new trial. The importers sometimes take ad-
vantage of that, and go to the Circuit Court for a
new trial, and there in the first instance introduce
their evidence. The District Attorney may not be
so well posted upon revenue cases as the attorneys
employed before the Board of Appraisers, and
very possibly in some such cases the evidence of
the Government is not brought out, the court is
not informed of the facts, and so the importer
sometimes succeeds unjustly before the Circuit
Court. There is an appeal now from the Circuit
Court to the Supreme Court of the United States.


"This bill makes this change: It requires
that all the evidence shall be taken before the
Board of Appraisers, and from the decision of
that Board there is allowed an appeal to the Cir-
cuit Court of Appeals, and there the case must be
heard upon the record, together with the evidence
adduced before the Board of Appraisers, and then
the Circuit Court of Appeals decides the case and
either sends it back for new trial or affirms the
judgment. It also gives power to the Circuit
Court of Appeals on the hearing to send the case
back to the Board of Appraisers, and directs them
to take further evidence in the case. That pro-
vision is made for the benefit of the citizens of
the United States who may be engaged in im-
porting."

—A recent internal revenue decision is that a
removed manufacturer could substitute a new fac-
tory number and district on 2,000 unused cigar
boxes, provided the old brand was effectively re-
moved by cutting or burning.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

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FLOR de DOHAN & TAITT, 
D&T Importers of Havana and Sumatra
Packers of  107 Arch St.
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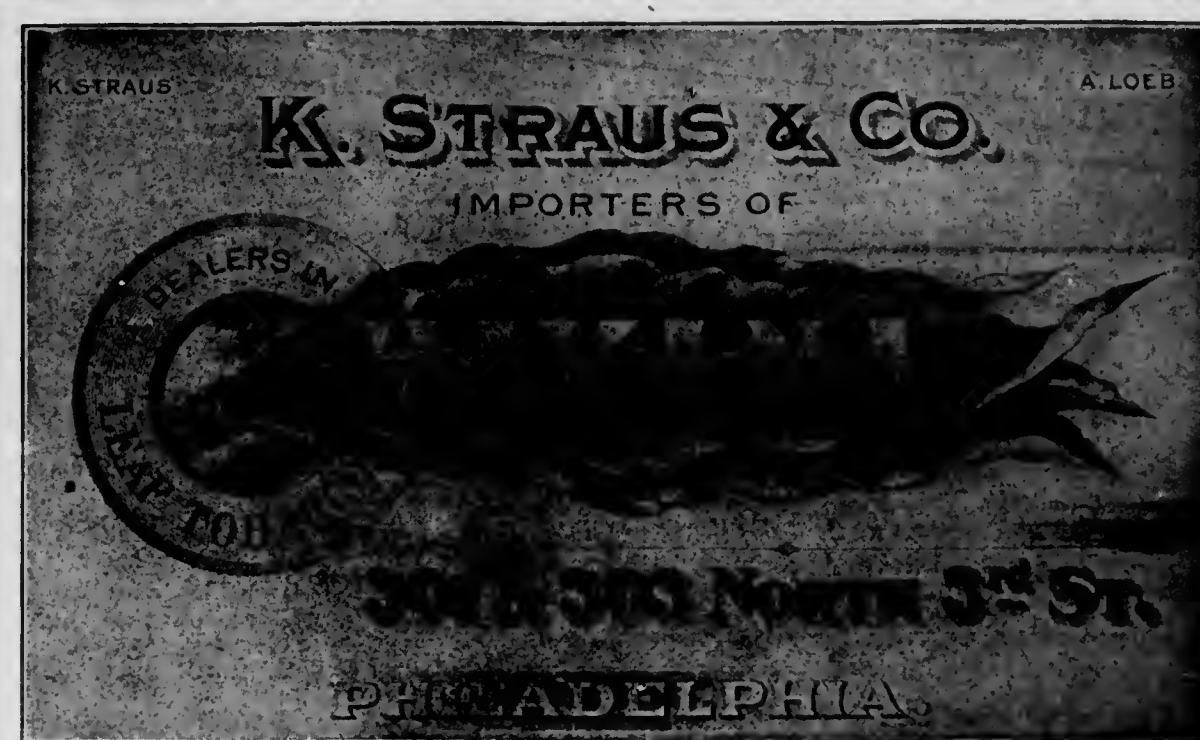
JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
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Importers of Havana and Sumatra
Packers of Seed Leaf Tobacco
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Importers of SEED LEAF TOBACCO
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111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



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118 N. 3d St. Phila.

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217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.



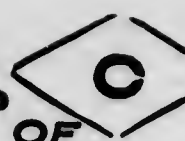
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J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

SMOKINSKY'S JAG.



"Hello, ol' boy; blesh me it you hain't got a jag on. Never mind, I'll see that she get home all right. Jush—



"Put sh'er arm in mine, and off we go. You'r friend o' mine, ain't sh'er. I never did anything to you, did I? Steady, ol' boy! Whoop!



"Blesh me shoal, you're losh yer hat. Get sh'er death of cold. Take mine, ol' boy. Now, there, are you ready? Hol' on. Letsch have—



"A smoke. How's that shigar? Pull up a bit, yoush got a bum light. Now, then, letsch start; ol' lady'll give you thunder—



"Watch that? Oh, I she, an offisher. Thatsch all right offisher; he a friend of mine. I'll she him home.



"Go with you, offisher? Shertainly, if my friend will excuse me. Shorty, ol' boy 'portant 'gagement. She you t'-mor-row."—Phila. Telegraph.

HE HAS THE IDEA.

INDIAN curios are always attractive as window exhibits if arranged in new and taking ways. A Broadley, cigar dealer, Cumberland street near Twelfth, Philadelphia, has a novel display of this character, its value being in the arrangement and effect produced. Mr. Broadley has happily caught the difficult knack of making the Indian relics and curios advertise brands of cigars carried. And this is the main object to be sought in every window display.

A PROMINENT RETAILER says that a smoker sometimes learns to condemn a well known and favorite brand of cigars through his persistent habit of smoking no other kind. "This sort of a customer," says the retailer, "will smoke none but his favorite cigar until it becomes tasteless or nauseous to his mouth. Its use is then more of a burden than a pleasure. He is the first, then, to condemn the cigar that has brought him past seasons of pleasure. It is then that I hand out a box of cigars of my own make, and ask him to try them as a substitute. This he generally does, and is satisfied with the change. As a rule, I hand out the brand of a cigar called for, and do not try instead to make a sale of my own make of cigars, although I keep the latter on prominent exhibition. It is only when a customer becomes tired of or dissatisfied with his favorite brand of cigars that I recommend a change in favor of my own."

TOBACCO HABIT IN NEW FORM.

ORIN FISHER, a young attorney of Noblesville, Ind., has disposed of his property, deserted his family and disappeared. His wife has just secured a divorce. The evidence showed that Fisher had developed a mania for gathering tobacco tags, and that he wore out two buggies driving over the country gathering tags, while his wife was at home with scant clothing and little to eat.

THE VALUE OF A SIGN.

A NEW YORK RETAILER recently related to the writer an instance showing the practical value of having an attractive sign over a store door. The proprietor of the establishment referred to has occupied the store for several years, but the only sign he had used for a long time was one made of glass, that is, the lettering and its ornamentation was painted on the glass, which was placed in position inside a bulk window, about midway between the top and bottom. The only other indication of the fact that the place was a cigar store was the use of an old time wooden Indian. About two months ago the proprietor conceived the idea that some improvement in sign ery was imperatively necessary. Instructions were given to a sign man, with an idea of what was wanted. The work was promptly executed and the new sign put into place, involving a total expense of about \$25. In the course of a few days a slight increase was noticed in the daily receipts, which grew each day, with the result that a total increase of \$88 was shown at the end of the first thirty days, or an average of \$2.66 per day. The store was located a few doors from the corner. The sign was of hexagonal shape, with three sides only, of course, protruding. Two sides could be seen at some distance in either direction of the street, and the front—or third—side faced across the street. It was painted in gold lettering on a black background, and had simply the word "Cigars" lettered on the two sides facing in either direction of the street, while on the front was the name of the proprietor. The wooden Indian was discarded, and in its place the posts which were necessarily used in bracing up the two protruding angles of the sign were carved at the top into Indian heads and gilded, which harmonized pleasingly with the gilt work on the body of the sign itself.

The proprietor has occasion to congratulate himself upon his happy thought. In addition to the improvement in his transient trade, he states that he has also made the sign painter a steady customer of his place, and that he is furthermore inviting a number of his personal friends to visit the store. Altogether, it has proven a very profitable investment, and should serve as an object lesson to some other dealers whose places may not be so advantageously situated as could be desired, but who could profit by making similar efforts.

CURIOUS AND UNIQUE.

AN odd window display is made by cigar and tobacco dealer Weiner, Lancaster avenue near 40th street, Philadelphia. The jaw of a man eating shark—and by the way, such curios are scarce, is shown, and a placard announces that the one correctly guessing the number of sharp teeth in the shark's jaw will be given a prize. The oddity of the curio attracts much attention and is a decided trade puller. Of course attractive exhibits of cigars and tobacco are made alongside the jaw and their merits made known to every sight seer.

PATRIOTIC DISPLAYS.

MEMORIAL DAY, as well as Independence Day, present opportunities for attractive window displays, and, if carefully planned and skillfully carried out, exhibits on such occasions can often be made sources of much profit. The decorations and displays for such occasions need not necessarily be expensive or too elaborate, but a window of even moderate size can be trimmed in a way that will attract the attention of passers-by and possibly make a lasting impression upon many people. On such occasions there is more or less patriotism on the part of everyone. In making up the displays for such days the national colors should be as much in evidence as possible. Flags, of course, are the first things thought of, and can be plentifully exhibited, if arranged in a way that will not obstruct altogether the view of the goods which are to be specially featured on the occasion. In fact, your trim can be made up entirely of flags, by arranging them in various ways—festooned, knotted, draped, etc. Your own sense of beauty and your own understanding of your opportunities will enable you to make the display very effective. But, in making up a flag window, the first essential is absolute cleanliness of the window, otherwise its effectiveness will be marred from the start, and the display will appear messy and repellent instead of attractive.

Creme papers made up in the national colors are very convenient for covering the floor of the window, as well as the sides and back. Running the paper—cut in strips and twisted several times—perpendicularly on the sides and back will make a striking appearance, and if the back be large enough, it can be greatly improved by the use of a good-sized flag, festooned across the window.

Then, on the bottom of the window, arrange cigars attractively, with some of the boxes open, if you choose, showing the goods. Others may be closed. It is largely a matter of taste and inclination, but it is always advisable to utilize your most desirable lines for such trims, leaving the secondary trims to be filled in with the cheaper lines of goods.

Pipes and packages of smoking tobacco are sometimes effectively utilized in a prominent position in such displays, but that can be best determined by the one arranging the window. It must be remembered that no specific rule can be laid down by which the designer shall be governed under all circumstances.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."



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THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices



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Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger.

W. H. Seitz.

HOLTZINGER & SEITZ,
Manufacturers of High Grade **CIGARS**

All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.

Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

HISTORICAL SKETCH OF THE "Partagas" Factory, Havana.

THIS FACTORY is one of the oldest of the city of Havana having been founded in the year 1845 by Don Jaime Partagas, who understood the raising of tobacco in its highest perfection, gaining a world wide reputation.

At the death of Don Jaime, who amassed quite a fortune, the factory and his property was inherited by his son, Don Josef Partagas, who continued the popularity of this brand until the year 1876, when he sold out to Don Juan A. Bances. Later on the latter turned over the brand and factory to an English Company under the name of Partagas & Co., Ltd. The latter company, however, had not the success of another English syndicate, which operated a number of Havana factories, and the result was that Don Juan A. Bances took charge of it again for his own account. He associated himself with Don Jose Gonzalez under the firm name of J. A. Bances y Gonzalez, about 1896, and as this was the time of the war between Cuba and Spain the business did not prosper as it was hoped for, owing to the terrible destruction of property and other causes.

Upon December 30, 1899, the brand of "Flor de Tabacos de Partagas" was purchased by the present proprietors, Don Ramon Cifuentes and Don Jose Fernandez, who, under the firm name of Cifuentes, Fernandez & Co., took hold of the factory and its property, and succeeded in resuscitating the once famous brand.

The daily output had run down to 23,000 cigars per day, while now through wise management, after many hardships and sacrifices in the beginning, but assisted by a large capital and indomitable pluck, the average production has risen again to about 45,000 cigars per diem.

Don Ramon Cifuentes is well known as a large dealer of leaf tobacco who always handled only the choicest vegas of the Vuelta Abajo, of which he owns quite a number personally. Every buyer who has come to Havana for any number of years knows him.

Don Jose Fernandez came from Spain when he was only 12 years old, and has been brought up in a cigar factory, "La Carolina," when the same belonged to Don Pedro Bances. Later on he became foreman in the Bonito Suarez factory, when the latter produced 100,060 cigars per day, and finally he was foreman of

the "Aguila de Oro," therefore if anybody is fit to handle a large cigar business, and attend to all of its many ramifications, he is the man, as he possesses the practical experience of not alone buying the best class of tobaccos but to produce the different blends to satisfy the various countries.

The Republic of Chile has honored him with the appointment as their Consul in the City of Havana.

Don Eustaquio Alonzo is the foreman of the escojida, a very able man, and a valuable help to Don Jose when he is away in the country.

The following Expositions honored the "Partagas" brand with gold medals, diplomas of honor, etc.:

Paris, 1855, 1867, 1881, 1888 and 1889; Vienna, 1878; Chile, 1875; Philadelphia, 1876; Matanzas, Cuba, 1881; Antwerp, 1885; Buffalo, 1901; Charleston, 1902.

That San Luis (St. Louis) may be named later on does not admit of any doubt, although the fame of the brand is now so well established that it does not need any further gold medals, but the owners sent a beautiful kiosk with the choicest cigars to help the display of the Republic of Cuba at the Exposition now going on.

During the dull season of the year the factory still employs 300 cigarmakers a day, while during the busy period the number is swelled to 500 rollers, not counting the extra help in the escojidas, as well as the innumerable stripping forces.

The distributing houses in New York are Park & Tilford, G. S. Nicholas, and the Waldorf-Astoria Company. In Boston the S. S. Pierce Co. are the agents. The wholesale prices of a few of the most current sizes, are:

Puritanos finos, in 20th, at \$114 per M; Conchas finos, in 20th, at \$120 per M; Perfectos, in 40th, at \$195 per M; Invenables, in 40th, at \$265 per M; Fancy Tales, in 40th, at \$386 per M.

However, these prices are subject to slight alterations. The costliest size is the Waldorf-Astoria Especial, which sells here in Havana for \$2,000, per 1,000, to which has to be added duty, freight, commission and other charges, so each cigar will cost wholesale about \$3 in New York.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

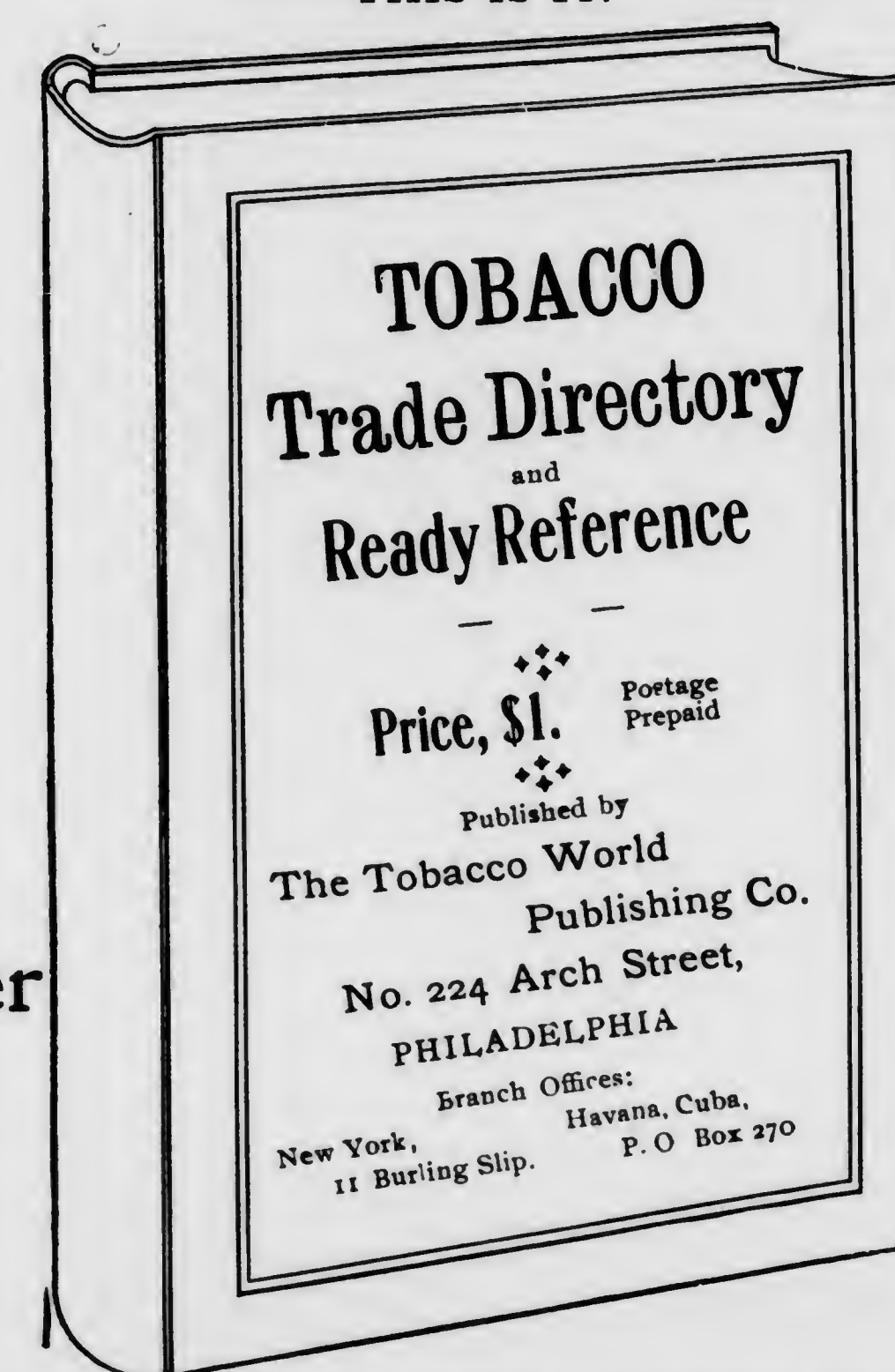
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Is **\$1.00**, Postage Prepaid.
THIS IS IT.



Every
Manufacturer
Needs It.



Invaluable
to the
Hustling Jobber.

IT CONTAINS A COMPREHENSIVE LIST OF

The Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners,
Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of
The Principal Wholesale Houses.


It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

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SEND FOR IT NOW.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



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119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

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WALTER T. BREMER.
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Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

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Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
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VELENCHIK BROS.

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LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St. Philadelphia.
and Commission Merchants.

Long Distance Telephone, Market 3025.

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

Office, 183 Water St
NEW YORK
Amsterdam, Holland.

Cable Address:
"HIRE."

**UNITED CIGAR
Manufacturers**

1014-1020 Second Ave., NEW YORK.

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
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Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.

Dealers in Leaf Tobacco
Lancaster, Pa.

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
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Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in
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First-Class Free Storage Warehouses:

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Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

R. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA.

NEPTUNO 170-174.

Special Partner—GUMERENDO GARCIA CUERVO.

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S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

"Angel," Havana **Reina 20, Havana**

P. O. Box 98

NORTHERN BUYERS ARRIVING IN HAVANA.

Demand for the New Tobaccos is Good—It also Helps the Sale of the Old Crops—
Notes About the Manufacturers and Dealers.

HAVANA, May 16, 1904.

BUYERS COME AND GO.

The influx of buyers from the North so early in the season seems to confirm what this correspondence stated a week ago—that the stocks held by the clear Havana cigar manufacturers in the United States must be rather scant, as in the face of a large crop in the Vuelta Abajo and Partido districts it could hardly be expected that they should flock down at the beginning of the crop year. In logical consequence the amount of sales reported shows a handsome increase over the previous week, and while prices compared with last year are undoubtedly a shade easier, nevertheless they are ruling a way above the ideas of those people who imagined that, owing to the abundant crop, the bottom was liable to drop out of the market. The demand for new goods has not alone sustained the ruling prices, but is bound to stiffen the market if it should continue. The buyers up to now have judged the crop as being suitable for their wants, and therefore have not hesitated to secure sufficient supplies to tide them over until the bulk of the crop comes to market. The cigarette manufacturers have also commenced to purchase some new colas for mixing purposes and home consumption, paying higher figures than last year, while the German exporters have paid fully 50 per cent higher prices for the small supplies of Partido loose leaves than have arrived here.

The excitement in the Vuelta Abajo district to purchase the green tobacco in bundles has not abated yet, and while many dealers are unwilling to make any packings this year at such exorbitant figures, others seem to think that they must join in the fray under pain of losing their trade if they do not buy now. It may be a game on the part of the strongest firms to keep out the smaller ones, and when the former have attained their object then to break the prices and average up. However, this is a two-sided sword, and the future will tell whether such tactics were based upon good, sound judgment. In the meantime it has helped the dealers here to market their old stocks at advancing figures. Sales ran up to 4710 bales in all, or 2710 bales of Vuelta Abajo, 900 Partido and 1100 Remedios. The United States buyers supplied themselves with 3190 local cigar and cigarette manufacturers took 1220, and European buyers took 300 bales out of the market.

Arrivals—Simon Batt, of S. Batt & Co., New York; E. P. Cordero, of E. P. Cordero, New York; R. Siegel, of B. Rosenbluth, New York; Lewis L. Cantor, of Leonard Friedman & Co., New York; Henry Esberg, of Esberg-Gunst Company, New York; Jose Maceras, of Brooklyn, N. Y.; Edgar J. Stachelberg, of M. Stachelberg & Co., Tampa; Louis Martinez, of Martinez Havana Co., Tampa; E. H. Gato, of E. H. Gato Cigar Co., Key West; Antero Prieto Gonzalez, of Sobrinos de A. Gonzales, Havana.

Departures—A. Santaella and William J. Hazelwood for Tampa, Fla.; B. G. Davis, Stephen G. Ruth and M. Stern for New York; Frank Dominguez for Philadelphia.

HAVANA CIGAR MANUFACTURERS.

Until the new wrappings are fit to be worked the business must be restricted, as many factories, even if they have orders, cannot execute them for want of light colored wrappers, although the largest of the independent factories must be excepted, while it is said that the Trust is short of good wrappers. H. Upmann & Co. are still as busy as they ever are in the height of the season, and they produced 288,000 cigars in their two factories last week. "Sol" is in receipt of good orders from the United States, and also particularly so from London. The "Partigas" factory is working ahead steadily. Ramon Alones reports good business from almost every direction. Enrique Dorado says they have fair orders from the United States and Canada, and that the sale of "El Rico Habano" is good in the Quaker City. Remigio Lopez y Hno are busy in shipping cases of "La Mas Ferosa" and "La Magnetica" to the United States and London.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

M. Stern, of Lewis Sylvester & Co., has shipped 2841 bales of Remedios and Vuelta Abajo to his New York firm during the last two weeks.

Rabell, Costa & Co. sold 800 bales of Vuelta Abajo from their stock of the old crop. They have received already over 200 bales of the 1904 Vuelta Abajo from their escajida at Puerto de Golpe, and they will start packing about 18,000 bales of their farm "La Luisa" in the Partido district in their warehouse, 190 Manrique street, this coming week.

Jorge & P. Castaneda sold 700 bales of

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
Celebrated



Cigar
Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I, HAVANA, CUBA

Remigio Lopez

Benjamin Lopez

REMIGIO LOPEZ y HERMANO

Manufacturers of the Imported Brands

La Mas Ferosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva, Havana, Cuba.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN.

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.

P. O. Box 431.

Cable: "Suarco."

WALTER HIMML,

Leaf Tobacco Warehouse

AND
COMMISSION MERCHANT,

San Miguel 62,

P. O. Box 397.

Cable: HIMML.

Havana, Cuba.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable:

"ANTERO."

Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO

Rayo 110 y 112

HABANA

S. Jorge

Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

JOSE F. ROCHA, Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba

San Miguel 100, "Donalies," Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176, HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123, Habana

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41, Havana, Cuba.
Cable Address: "Cuetara."

AIXALA & CO., Havana Leaf Tobacco
Cardenas 2, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

their Tumbadero packing, all they had ready.

E. P. Cordero has purchased 534 bales of new Vuelta Abajo so far.

B. G. Davis was all over the Vuelta Abajo and Partido districts, and says he saw some very fine promising tobaccos. He secured some 200 bales of various types for his factory.

Sobrinos de A. Gonzales closed out 500 bales of Vuelta Abajo and Remedios of the old crop.

Jose Menendez has received, besides 600 bales of his Partido packing, 150 bales of new Artemisa and 150 bales from the Vuelta Abajo, while his buyer has purchased enough of the Remedios crop to commence with a packing of 500 bales by the end of this month.

Bruno Diaz & Co. sold 500 bales last week of old Remedios and New Partido. They have now four escojidas going, two of them at Alquizar, one at San Antonio de los Baños, and one at Santiago de las Vegas.

Voneiff & Vidal Cruz have opened up their third escojida in Navarete, while the two in Marianao are working with full forces. The first vega of about 300 bales will be shipped to one of their Tampa customers. Don Pancho Vidal Cruz is now in the Vuelta Abajo buying more bundles for their Vuelta Abajo escojidas, as they have a good demand for this class of leaf from several friends of theirs in the North. In the Partidos they have three buyers in the field purchasing only of the finest vegas grown.

Mannel Garcia Pulido disposed of 270 bales of new Vuelta Abajo to local factories.

Muniz Huos & Co. are packing actively in the Vuelta Abajo and will commence their Remedios escojida by the end of this month.

Fernando Fernandez y Hno sold 200 bales of old Vuelta Abajo, held upon consignment to cigarette factories here.

H. Upmann & Co. shipped 500,000 cigars the past week.

Anto Suarez bought 40,000 bundles of Vuelta Abajo for his Esperanza escojida.

Loeb-Nunez Havana Co. turned over 200 bales of old Remedios and Vuelta Abajo.

Rodriguez Bautista & Co. shipped 1447 bales of leaf tobacco to one of their Northern friends.

A. M. Calzada & Co. sold 150 bales of Remedios to one United States buyer.

Avelino Pazos was to have left New York on the 14th for Havana. Their escojidas are working steadily.

Sobrinos de V. Diaz closed out their last holdings of 100 bales of old Remedios.

Garcia, Vega & Carcaba have received already over 200 bales of new Vuelta Abajo.

Suarez Hnos disposed of a small lot of 34 bales of new Partido to a Northern dealer.

Simon Batt who, after his severe sick-

ness in the North last winter, looks hale and hearty again, has purchased already some very nice tobacco, but is still negotiating for more. In an interview he stated his opinion of the new crop to be that he had never seen any finer tobacco in every respect, real, ideal tobacco.

Edgar J. Stachelberg is now a model husband, as his bride accompanies him upon each of his trips to Havana. He has started in to purchase quite liberally of the new crop.

Luis Marx has sold all of the bales made by him of his Alquizar packing up to the 13th instant.

Leslie Pantin has been doing a good business again last week, upon cable orders, buying 500 bales of all kinds of leaf for his Northern customers.

Receipts of Tobacco from the Country.

	Week Ending	Since
	May 14.	Jan. 1.
	Bales	Bales
Vuelta Abajo	1,562	9,722
Semi Vuelta	126	453
Partido	1,964	9,689
Matanzas	—	112
S. Clara & Remedios	8	5,464
Santiago de Cuba	—	242
Total	3,660	25,682

TRADE NOTES.

Jesse Bean has equipped a new cigar factory at Auburn, Ill.

John H. May has opened a cigar factory at Litchfield, Minn.

Mott & Vetter have removed their cigar factory at Troy, Ill., to the Rieder building.

J. L. Thayer & Co. have opened a cigar factory on West Second street, Wichita, Kan.

Fire badly damaged the cigar factory of Richard T. Holtz, at Peoria, Ill., and severely injured the proprietor.

A gasoline stove explosion caused a \$500 fire at Johnson's cigar factory at Logan, near Cedar Rapids, Ia.

Frank Kilner has disposed of his cigar and tobacco business at Portland, Mich., to G. R. Babcock, of Grand Rapids.

William Holdgrafer has rented an upper story in a building at 7th and Main streets, Clinton, Ia., as a cigar factory.

The Tom Reed Cigar Company, of Duluth, Minn., has now the exclusive right to use the name Tom Reed in any state in the Union.

The cigar factory of Charles J. Sowell, at Granite City, Ill., was damaged by fire to the extent of \$300. The loss was covered by insurance.

The cigar firm of Badley & Zenner, at Pendleton, Ore., have sold out their business to F. E. Goodman, of Eugene, and P. Burghdoff, of Portland.

The Tuckett Company's cigar factory, near Winnipeg, Manitoba, which was closed for a short time on account of a threatened strike of its operatives, has reopened. Sixty cigarmakers returned at the old scale of wages.

Royal Cigar Factory

INDEPENDENT

The
Oldest
Brand



The
Best
Cigars

Cifuentes, Fernandez y Ca.

Proprietors

160 Industria Street

Habana, Cuba.

Cable:
CIFER.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZALIDCO

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable:
GRAPLANAS.

Estrella 42, Habana, Cuba.

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF

F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER and DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido.

ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA," HABANA, CUBA.

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Co.
	H. de Cabanas y Carbajal.	



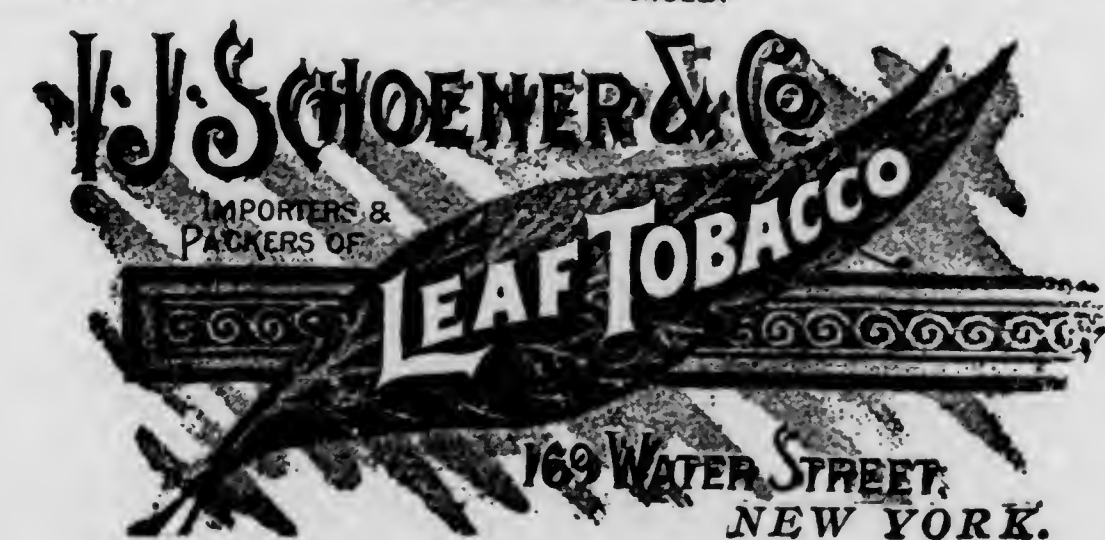
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IMPORTERS AND PACKERS OF
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OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

64.8CHOENER.

CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

138 MAIDEN LANE,
NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco
No. 138 Water Street, New York

Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO

New York Office:
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.

Havana Office:
AMISTAD 95,
HAVANA.

Established 1840.

Cable "Hargil."

Hinsdale Smith & Co.
Importers of Sumatra & Havana
Tobacco
Packers of Connecticut Leaf

125 Maiden Lane,
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
NEW YORK.

JOS. S. GANS MOSIS J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF
Established 1888. **LEAF TOBACCO**
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA
and Packers of LEAF TOBACCO
197 Water Street, New York



Herman D. Nessler, a former official of the Ruy Lopez Co., caused the arrest, on a criminal charge, of David Rothchild of the defunct Federal bank, and which resulted in a sentence to a long term imprisonment. He was the first witness called at the trial, and told of the ten-thousand dollar note transaction on which is based the indictment for grand larceny against Rothchild.

Mr. Nessler said that he was Secretary of the Ruy Lopez Cigar Company until May of last year. Then he became acquainted with Henry J. Benjamin of the New York House Wrecking Company, and he arranged with him to deposit \$15,000 in a new concern which would take over the wrecking concern, and with this purpose he went with him to the Federal Bank on Jan. 4 last and asked Rothchild to discount a note indorsed by Benjamin for \$10,000. After indorsing the note, Nessler said, he and Benjamin left the bank, and five days later asked Rothchild to discount it. He refused, according to Nessler, but promised to mail the note to him.

"On April 8," Nessler continued, "I talked with Rothchild over the telephone and told him that I had been to his bank and had been informed that my note had been discounted. I told him that he had no authority to do so and that he had agreed not to."

Nessler declared that Rothchild promised that he would settle the matter and he would get my money back, but that he did not do anything about it.

A decision of considerable interest to importers was recently handed down by the United States Circuit Court of Appeals. In effect the court decided that the assessment of duty upon goods withdrawn from a bonded warehouse for consumption shall be upon the basis of the tariff prevailing at the time of withdrawal. The collector at this port, who had maintained that the duty should be levied on the basis of the rates in effect at the times the goods were placed in bond, was overruled. This decision will affect an immense number of importations of tobacco.

At a special meeting of the stockholders of the Universal Tobacco Company

on Thursday the following directors were elected: E. V. D. Paul, H. B. Wesselman, R. W. Menzies, D. J. Campbell, R. E. Tully, E. L. Krause. The board subsequently met and organized by electing E. V. D. Paul, president; R. W. Menzies, vice-president, and D. J. Campbell, secretary and treasurer.

The firm of Canniff & Waring, wholesale and retail dealers in cigars and tobacco at 16 Colden street, Newburgh, N. Y., has made an assignment for the benefit of their creditors to Caleb Birch, Jr., and their store is closed. The firm consists of Edward Canniff and Frank E. Waring. Mr. Birch says that the liabilities of the firm are about \$3,000 and its assets about \$1,000. Canniff & Waring started in business a few years ago in a smaller store in Colden street than the one they have been occupying for the last year or so.

James B. Duke, President of the American Tobacco Company, is taking special precautions against having his handsome estate near Somerville, N. J., injured by vandals. Sunday a detail of mounted police handsomely uniformed in gray, with silver trimmings, rode about the lakes and through the woods on the 2,000 acre estate. Justice of the Peace Green is captain of the squad.

Mr. Duke has spent many thousands of dollars beautifying this estate and has given the public the unlimited use of the grounds. This privilege has been abused by people who have taken flowers and broken the shrubbery.

Notwithstanding the prevailing high prices, over 2,000 bales of Sumatra tobacco were purchased for the American trade at the last Amsterdam inscription. The following were the principal purchasers:

A. Cohn & Co., Sumatra Cultuur, 166 bales; Deli My, M., 155 bales; Medan M., 143 bales; Deli Co. A., 124 bales; and S. S. T. Co., 85 bales.

American Cigar Co., 430 bales, various marks.

H. Duys & Co., 250 bales Deli My. 1C.

Leopold, Loeb & Co., Philadelphia, 300 bales, various marks.

Pretzfeld & Co., 209 bales W. & G. S. Deli Langkat and Deli My. A. B.

M. F. Schneder, 114 bales, various marks.

S. Rossin & Sons, 125 bales, various marks.

Leonard Friedman & Co. also secured about 300 of various marks.

E. Rosenwald & Bro., bought 155 bales, and F. & E. Cranz bought 85 bales.

A contest is soon to be entered upon by Gans Bros., cigar manufacturers, who make a brand of cigars known as Donna Roma, and which title they claim is infringed upon by Rosenthal Bros., also cigar manufacturers, who have upon the market a brand called Don Aroma. Gans Bros. will be represented by Mandelbaum Bros.

E. A. Kline, of E. A. Kline & Co., has gone on a six weeks trip to Europe, which is to be chiefly a business trip in the interest of their Havana factory. Now that the new officers are completely installed at 631 Broadway, and everything running satisfactory at all of their factories, it seemed an opportune time to make the trip, which had been contemplated for some weeks.

Trade-Mark Register.

PANTAGRUEL LE GRAND. 14,457
For cigars. Registered May 17, 1904, at 9 a. m., by Marcus & Ausschnitt, York, Pa.

COLESON. 14,460.
For cigars. Registered May 17, 1904, at 9 a. m., by S. Cole & Son, Philadelphia, Pa.

GEORGIA FENCE STAKE. 14,461.
For cigars. Registered May 19, 1904, at 9 a. m., by Fred Smith & Co., Red Lion, Pa.

SOUTH CAROLINA FENCE STAKE. 14,462.
For cigars. Registered May 19, 1904, at 9 a. m., by Fred Smith & Co., Red Lion, Pa.

NORTH CAROLINA FENCE STAKE. 14,463.
For cigars. Registered May 19, 1904, at 9 a. m., by Fred Smith & Co., Red Lion, Pa.

KALORAMA. 14,464.
For cigars. Registered May 20, 1904, at 9 a. m., by Fred Smith & Co., Red Lion, Pa.

CLEVELAND PARK. 14,465.

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

CREST HAVEN. 14,466

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

WOODBURN. 14,467.

For cigars. Registered May 20, 1904, by J. H. Stiles, York, Pa.

HAREWOOD. 14,468.

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

GREENVALE. 14,469.

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

KENESAW. 14,470.

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

MINTWOOD. 14,471.

For cigars. Registered May 20, 1904, at 9 a. m., by J. H. Stiles, York, Pa.

REJECTIONS.

Clio, Royal Victor, Ivy Leaf, Avalon, Argyle, Montrose, Oriol, Arbutus, Rosedale, Holly, Autocrat.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Golden Moments, Wampanoag, Dusty Miller, Dickie Boy, Schuykill, Belle, Heloto, Star of Jamaica, General Justice, 243, Oitimo, Thomas Allen, Pontosuc, Con-E-Wan-Go, Mexican Pearl, Cotton Dollie, Jolly Town, Wright's Salesman, Wright's Pride, Wright's Comfort, Equal Rights, Caesar's Independence, Caesar's Sweet Chew, Caesar's Own, Lexington, Wright's Drummer, Wright Caesar Tobacco's Best Cut Plug, Wright's Desire, Citizen's Choice, Grand Entry, Boston National, Cadet Band, La Corona Liberal, Flor de Juan Lara, Ban Jelachic, Touchel, Divorsee, F. B. M., Flor de Mungler, Pavior, Red Count, Aircraft, Impossible, Little Man, White Crest, Seedless, Richmond Beauty, La Joya de Planter, Ring & Link, Cuban Success, El Louvre, Cross Bones, Natatorium, Cigar Shop, Steeple, Timarch, Polydor, Neodes, Amyntas, Adrastus, Ambivar, Lykon, Theano, Melanthe, Fox River, Chicago Port, Gas Coin, Flag Officer, Queen Crescent, Grain Exchange, Ovis, Ku Klux, King Fergus, Nonzio, Tenico, The Cincinnati Infield, Kennebec, John Hunter, Duke of Cleveland, La Destreza, Roderigo, San Domingo, Sir Hugh Evans, Thomas Cole, Vincent Vinne, Le Vocero, Voliday, Gold Ten, San Tula, Don D'Arcy, Lady Savoy, Don Durazo, San Lazaro, Lady Carlin, Great Gunner, Royal Two, Governor Seales, Tyrolean Alps, La Fola, Virginia, Robert A. Smith, Pleasurina, Foxy Five, La Estampa, Swiftly, La Eficacia, La Intensidad, El Grafico, Hilo de Oro, Arthur Junior, Emile Suaret, Little Arthur, La Mous Cigars, Rozane, Tony Hart, Neepawah, Allen's Special, C. Morenda, La Zinda, Patroon, Aurora, Lawyer's Pride, Harlem Division, El Empirico.

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED

John McLaughlin.

J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug and Smoking Tobaccos

Also, All Grades of

Fine Cigars and Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

Established 1891.

Factory No. 3765.



JOHN ZUDRELL

Manufacturer of

High Grade **Cigars** 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

J. B. Milleysack

Manufacturer of

Fine Havana CIGARS
Hand-Made

615, 617 and 619 Lake St.

Lancaster, Pa.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent

LA FLOR DE A. C. F., 10-Cent

CIGARS

Samples and Prices Sent to Responsible People.

Looking for Trouble in Chicago.

Cigar Manufacturers and Dealers vs. the Union Cigarmakers—Conference Committee Asked For
Chicago, May 24, 1904.

This week promises to produce developments of national interest to the cigarmaking profession. Since the cigar manufacturers and dealers formed an association for the purpose of contesting the demands of the discontented union cigarmakers, the latter have also entrenched themselves, as if to prepare for a long lock out. The cigarmakers, in the past, have demanded that union men only shall be employed in union label shops. Under the plan of campaign adopted by the association of manufacturers they will also have to deal with the big manufacturers who do not use the label, but who employ union men. The association has asked for the appointment of a conference committee to take up and adjust the wage scale which is fixed by the international union of cigarmakers.

While only 200 cigarmakers quit work the day the strike was called, the number out on a strike is now believed to exceed 500. A third of the 800 shops in the city signed the union scale before the manufacturers' association was organized, and these are employing union hands.

George Thompson, secretary of the union, says that the strike is principally among "buckeye" shops, whose proprietors hold union cards as manufacturers.

Manager Leopold L. Beck, for ten years employed by the United Cigar Stores Company, at its store at Randolph and Clark streets, was arrested by private detectives of the company, charged with stealing twenty-five cents. Beck said he took the money to arrange his accounts, which were that amount short, owing to a clerk's mistake. Mr. Beck has been noted for his honesty and industry and is said to have made the Sherman House store the best paying one in the city.

Because he did not part his hair in the middle, as did his twin brother, John Deinponlos was identified as the Fifth avenue dealer who gave away cigarette paper without a license. He was fined \$25 by Justice Prindiville.

The firm of Lutig & Hollingsworth, manufacturing the Bijou cigar, at Bloomington, Ill., has been dissolved, the senior partner taking full charge.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

\$7,500,000 MEXICAN CLAIM.

The State Department Asked to Take Up the Matter.
PATENT INFRINGEMENT ALLEGED.
Washington, May 24, 1904.

The Bonsack Company (cigarette machine makers) of Virginia, has petitioned the State Department to press a claim of \$7,500,000 against the Mexican Government, which the company bases upon the use by Mexican companies of its patents on cigarette making machinery. It is alleged that the Supreme Court of Mexico has denied the company justice.

The State Department will probably refer the matter to Ambassador Clayton for investigation.

THE ROBERTSON EPISODE.

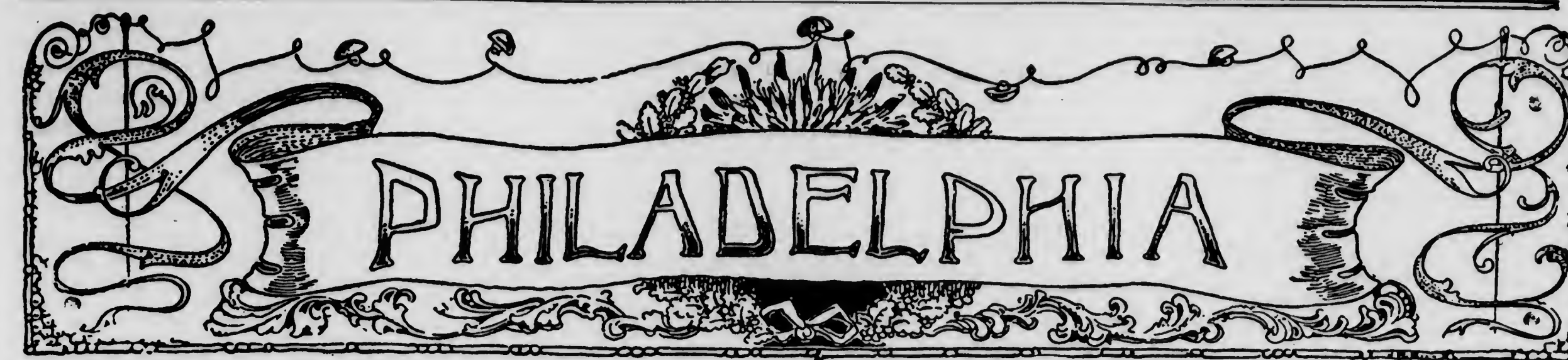
The following letter was received during the week, in response to the Robertson letter published in these columns recently:

THINKS ROBERTSON JUSTIFIED.
Philadelphia, May 22, 1904.

Editor The Tobacco World:

Taking notice of Mr. F. B. Robertson's open letter and replies thereto in your last issue, I wish to mention a few solid facts which cannot be denied. Who has been more instrumental in quashing the persecutions of the Sunday Observance Association than Mr. Robertson? None, I dare say. Who is the greatest antagonist of the Trust? None but Mr. Robertson. If the many retail dealers of Philadelphia would think of and consider what he has done, we would not have any letters such as those written by J. E. Tuck, or "Uptown Dealer." Regarding the Retail Cigar Dealers' Association, what benefit has it been to any dealer? (Answer desired from dealers.) I say none beyond making them pay dues for for practically worthless efforts. Why haven't they done something for their mutual benefit? In the first place there are only dim and glim lights at the head of it. What is required are men of good executive ability, recognized as such and workers; no mites of dealers. That which we need is an active reorganization with bright lights at the head of it and one that will make some headway, not such as this where there is criticism and a lot of squabbling among officers. Active officers have no time to fuss about little things, and if every man attends to his duty, and that alone, there would not be any of these little things to fuss about. Complications which may arise should be settled only by the qualified members of the Association, and not one individual assumes such authority as heretofore done. I sincerely hope that the Philadelphia Retail Dealers will get together and unite for their mutual benefit, and appreciate a good worker for their cause, which many so far have failed to do. I heartily commend the stand which Mr. F. B. Robertson has taken with such few supporters, and hope that many will take the same view as I and give their support. What we want is a great body of retail cigar dealers united, that will make itself felt and follow in a united principle.

F. W. H.



DID YOU GET A CUTTER?

The writer was shown a handsome and somewhat expensive cigar cutter by a leading down town dealer the other day, which he stated had been given him by F. B. Robertson, the well-known representative of Match It Cheroots. It is understood Mr. Robertson gave the dealer \$10 also, as recompense for placing the cutter in a prominent place so that the advertisement thereon would be seen and result in increased sales of the product it advertised. It is not known how many of these elegant counter ornaments Mr. Robertson will give away to the trade but presumably it will be a large number. Mr. Robertson's address is 1133 Ridge avenue, and it is reported that many of his friends who have been anxious to secure one of the useful cutters have stopped in to ask for one.

AT THE VALENTINE FACTORY

A. S. Valentine & Son, the enterprising cigar manufacturing firm of this city, has opened a new factory at Key West, and is already manufacturing a new brand of Key West cigars that is being well received. The factory is being enlarged, so as to permit of a greater output. This firm announces an unprecedented run on their old ten-cent brands, Paul Jones, General Greene, and Tirador, the latter of the Spanish handmade product as well as on their nickel line, Be'sy Ross and Judge Best. They also report that their eastern representative, J. H. Marston, has been doing excellent work in establishing a general trade throughout the Atlantic Coast.

FACTORY TO BE ENLARGED.

The cigar factory of M. I. Lifshetz, at Tenth and Arch streets, is to be remodeled and enlarged to make room for a steadily increasing business. An extra gallery will be built inside, to accommodate additional benches. It is likely also that the proprietor will be obliged to add extra floorspace. Mr. Lifshetz announces a new 10 cent cigar, the Miss Mantell. It will be put up in five sizes, ranging from \$45 to \$80 per thousand.

MAY ADJOURN FOR SUMMER.

The Retail Cigar Dealers' Association of Philadelphia hold their regular stated monthly meeting this Thursday evening.

The question of adjourning the regular meetings until next September is already being agitated by some of the members. It is argued that many of the retail dealers are out of town with their families during the warm weather, especially during July and August. This circumstance naturally decimates attendance at the meetings. President Tuck, himself, will be out of town a great deal this summer.

Another reason given for adjourning the sessions until fall sets in is that there will be but few questions for debate during the dull, warm season, and consequently very little business transacted.

PRESENTS WITH CIGARS.

The Market street cigar firm of J. S. Geller, Sons & Co. is indulging in some novel advertising to increase the sales of some of their special brands of five-cent cigars. The bulk window contains three special premiums that are given away to purchasers—the customer can make his selection among them before entering the store.

The most handsome premium is a tall old Dutch clock, of antique wood, which will be given away on Saturday, June 11. A numbered ticket is given with every five cent purchase and the holder of that with the selected number on it will be given the clock.

To the purchaser of 100 Premium cigars at \$4 per hundred, a pretty barquet lamp will be given free of charge. This order includes 160 tickets for the clock.

The purchaser of 100 Puro, a Havana filled cigar, at \$4 50 gets a handsome suit case; together with 180 tickets for the clock. The business done at the store has naturally increased considerably.

TOBACCO DEALERS AMONG FIREWORKS.

G. S. Geller, Sons & Co. deny that their cigar and tobacco company is in any way connected with the Independent Fireworks Company, of Camden, N. J., a separate concern. The fact remains, however, that three prominent people in the Geller company were officers also in the fireworks company. The Independent Fireworks Company's Camden plant had an explosion last Monday morning that caused a loss of five lives and the injury of eight other working people.

Beyond the loss of life and injuries inflicted the damage to the plant was not great. The cause of the explosion is unknown but is believed to have been accidental. There will be no inquest in the case for ten days.

As a result of the explosion \$1,500 bail each was required by Recorder Stackhouse of T. N. Weser, president of the company; A. W. Geller, treasurer; W. P. Geller, secretary, and Joseph Scallona, vice-president and general manager. Two of the Italian employees were held as witnesses.

The bond was promptly furnished. The first three mentioned are prominent in the tobacco trade of this city and members of the Geller firm. They deplore the accident and are doing what they can for the afflicted. They deny the newspaper statement that the fireworks factory was in the limits of Camden contrary to law. The plant was also 250 feet from any other building.

The Theobald & Oppenheimer Co. covered a wide scope of territory with salesmen last week. John T. Dee was in Denver, W. S. Dennis in Chicago, E. D. Marshall in New Orleans, E. Reynolds in Boston and John Bain in Kansas City. J. A. Rigby, a member of the firm, was visiting Philadelphia for a few days. He said that there has been such a demand for the La Toca brand of cigars, manufactured at the firm's factory in Tampa, Fla., that orders were but gradually being filled.

The shipping department of Lewis Bremer's Sons' warehouse is kept busy nowadays in filling orders from all over the State. The firm has three men out—Howard B. Bremer, H. E. Spannuth and Harry W. Bremer, the latter being the receiver who so favorably disposed of the affairs of Vicente Portuondo, the voluntary bankrupt.

The new Amsterdam Sumatra Company, managed by two young and energetic men, has done well in the two weeks of its existence. A favorable canvas has been made of the State and the firm will shortly put out salesmen.

Adolf Loeb, of the firm of K. Straus & Co., came back from Amsterdam last Saturday.

Gumpert Bros., of this city, are going to put another new cigar on the market, which, it is said, will eclipse any of their previous efforts in this direction. The name of the new cigar has been selected—Diplomatic Corps. It will be made up in the "Club" sizes, and contain superior tobaccos throughout.

Benjamin Labe, of the firm of B. Labe & Sons, has been in Amsterdam, where on the 14th inst. he purchased 250 bales of Sumatra to be shipped to the Philadelphia house. Sidney Labe is on a trip through Pennsylvania, while the local trade is being looked after by Irwin Labe. Jacob Labe is in the West.

Bayuk Bros., cigar manufacturers of this city, have established a western office at Detroit, Mich. It will be conducted by E. M. Conway, an experienced cigar man of that city, and who will handle such brands of Bayuk's as Havana Ribbon, Don Juan, and Charles Thompson.

Frishmuth Bros. & Co. report doing a heavier business during the past week than could be handled, owing to the advance in price on grades of manufactured goods held by the trust and others. There was also a heavy business in scrap goods.

J. E. Herten, a well known lithographer of Lancaster, Pa., was a visitor in the Philadelphia trade this week. He reports plenty of orders on hand to run them three months, and no doubt will have to run overtime to meet the demands.

Wm. P. Bushell, with the Jose Lovera Company, of New York, was in town last week, as were Thomas Bowen, of Guerra Diaz & Co., of Tampa, Fla., and Mr. Weiss, representing the National Cuba Company, of New York.

Max Reinberger, of the Atlantic City firm of Max Reinberger & Son, was in town to buy goods. This firm does a prosperous seashore business.

A. E. Berndt, a tobacco jobbing merchant, of Danbury, Conn., was in Philadelphia during the week on a professional visit among the trade.

E. H. Miller, representing the tobacco

firm of J. K. Pfaltzgraff, of York, Pa., was in town during the week visiting local trade.

Lewis Tiele's cigar store, 2020 East Clearfield street, was damaged by a fire of unknown origin.

With Local Retailers and Manufacturers.

C. H. Cummings & Bro., Lancaster avenue near 40th street, are exploiting Gumpert Bros.' Peter the Great brand in neat window displays. Their store is spacious and large stocks of tobaccos and cigars are attractively displayed.

E. J. Crippen & Co., grocers and importers, Chestnut and 17th streets, are featuring El Galope, a Key West all Havana cigar, in neat window exhibits.

Robert Steel, Chestnut near 16th streets, is exhibiting a display of Hernan Cortez—Key West cigars.

The E. Bradford Clarke Co., grocers and jobbers, are displaying such brands as the Astor House, Los Fumeros, Ruy Lopez, Corina and Cuban Splits.

F. Blatt, Lancaster avenue near 41st street dwells upon the fact that he makes strictly union made cigars, of which the La Caspa is made in five styles and sizes. Mr. Blatt gives yellow trading stamps as premiums.

G. A. Albert, Jr.'s display of Albert's O. K., a nickel brand, is noticeable for its fiery red color. You can see the cigar boxes in the Lancaster avenue windows a long way off.

Jesse C. Groves, 4201 Lancaster avenue, is successfully displaying Frank C. Buhl's Dandy brand. A new Vesper awning sign graces the street front.

On May 28 retailer and jobber T. F. Fitzgerald, 4261 Lancaster avenue, will announce the lucky winner of the trip to the St. Louis Exposition prize, tickets for the drawing of which have been given to customers for some time past.

A revolving stand on which are such brands as Great Chief, R. 4. U. and Our Best Wishes lends interest and attraction to Henry F. Leukfeld's display window at the Keystone Cigar Factory, 4058 Lancaster avenue.

James A. Stead at his N. 12th and N. 13th street stores is exploiting the Mandolina, an all Havana filler cigar, which retails 4 for 25c. He is also pushing the sales of Roig's cigars and S. Falk's Son's products.

The new grocery and importing firm of the Schoch & Schafer Co., Market street, is handling the cigars of manufacturer M. Hernandez, Columbia avenue, and the Bayuk Cigar Co.'s Havana Ribbon.

Sternier & Cassady, Walnut and Ninth streets, are featuring the Walnut (colonial size) and the Rosa Delicada (panetillas) both nickel long Havana filler smokers.

CREDITORS ARE PLEASED.

Receiver Bremer has sold the Portuondo Cigar Factory to a New Company.

Receiver Harry W. Bremer has made a satisfactory disposition of the assets of Vicente Portuondo, manufacturer of cigars at 508 Cuthbert street, who was recently declared a voluntary bankrupt. The appraisal valued the factory equipment, stock, etc., at \$9,187.82, and Mr. Bremer turned over the entire plant for that amount, less ten per cent to the Vicente Portuondo Cigar Manufacturing Company. This company was organized about the time that Mr. Portuondo was declared a bankrupt. The sale, it is stated, brought a much better price than would have been realized had the assets been disposed of at a forced receiver's sale. The creditors will now receive from fifteen to twenty per cent, which is more than at first anticipated, and they are satisfied with Mr. Bremer's sale. The new company has already taken possession of the factory and Mr. Portuondo remains in charge. All outstanding accounts due the old concern are payable to the new corporation, and the orders on hand exceed half a million cigars. They will continue the old brands introduced by Mr. Portuondo and maintain a high standard of quality. The company was incorporated with a capital of \$100,000, one-half of which has been paid in and the balance, it is said, will be forthcoming whenever required. The officers are Nathan Schwab, president; Louis Weinberg, vice-president; C. H. Kors, secretary, and Joseph S. Weinberg, treasurer. They are all well known local business men, but none of them have heretofore been connected with the cigar industry. Mr. Schwab is of the firm of Schwab & Bordin, cotton brokers; Messrs. Weinberg, of the firm of L. & J. S. Weinberg, diamond merchants, and Mr. Kors is proprietor of the Penn Sewing Machine Company of this city.

Internal Revenue Collector Isaac Moffett and Deputy Richard Miller were of a party who fished for pike at Elmer Lake the past week.

Manufacturer J. C. Kolb says that his output of Havana Blossoms, his leading nickel brand, is now about 10,000 per week.

Frank H. Powell, who introduced the Oxus cigar to fame, has treated his retail cigar store, Federal street, to a attractive coat of paint.

The Globe Cigar Co., has been organized in Camden, with a capital of \$50,000 as wholesale and retail tobacconists. The incorporators are L. Williams, Francis T. Stienbach, and George C. Barlow, all of Camden.

Atlantic City retailers told The Tobacco World's representative last Sunday that there was room for improvement in business. The season is backward and cool weather has kept the usual number of visitors away.

A large mastiff dog prevented burglars robbing manufacturer Burdette Tomlin's factory, Millville, one night last week. Boys for farm work are so scarce near Swedesboro that farmers think of offering the lads cigarettes as a premium to work.

The Falls City Tobacco Warehouse, at Louisville, has been purchased by an independent company for \$30,000 from the Louisville Tobacco Warehouse Company.

Camden, N. J., Notes.

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C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars—5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR. } A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.



Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED
CONNECTICUT

I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in
Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. **LANCASTER, PA.**



The Gilt Edge
Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., **LANCASTER, PA.**

GEO. SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHÖNFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind
on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in
Packages of Five—Wrapped in Foil.
Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Wis.
Milton, Wis.
Albany, Wis.

PACKERS OF LEAF TOBACCO

Reading, Pa.

WIRE CAPACITY 10,000 CASES

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA

10¢

10¢

MANUFACTURED BY **A. B. CLIME** TERRE HILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFE'S CHOICE
POINTED ARROW SHARP KNIFE
VAMPIRE

5¢

5¢

In Pennsy's Tobacco Capital.

Quiet Trade in the Lancaster Leaf Market
—Manufacturers Report Improvement—Personal Notes.

Lancaster, Pa., May 23, 1904.

The leaf tobacco trade in this city seems to remain very quiet and a comparatively small business is being done in old goods, although the trade has become a little more interested in the 1901 goods—the stock of 1902 leaf having been pretty well depleted.

Last year's crop is nearly all in the packers' hands, and several will before long have finished packing their purchases, and will close up their warehouses for the sweating season.

The cigar manufacturing industry of this county is also suffering a prolonged dullness, although some few factories have lately received some fair sized orders. Others are laying off hands.

Much comment has been made regarding the alleged announcement of certain insurance companies, which was to the effect that if another tobacco fire occurred in Lancaster tobacco insurance in this city would be withdrawn. The announcement came as a result of the fire in Lancaster on May 5th, which practically consumed or totally destroyed the stocks of tobacco stored in the Henry Martin estate warehouse at North Duke and Chestnut streets which was occupied by Cooper, Mowery and others. An adjustment of the losses has been made, amounting to about one-third of the amounts insured for, which was in the neighborhood of \$80,000, or to be more concise, W. R. Cooper, 25 per cent of the amount insured for; B. M. Mowery & Co. 25 per cent on the goods stored on second and third floors, and 70 per cent on goods in the basement; Isaac Stirk & Co. got 20 per cent on cased goods and 30 per cent on baled goods. Elias Bach & Sons were allowed 25 per cent on amount insured for.

There were 2,300 cases of goods in the warehouse, and the evidence showed the premises had been fired by thieves to cover their tracks. The insured will also get their damaged stock, but it is very doubtful if much can be realized on it. An incident of this kind was related to me a few days ago by an ex-cigar manufacturer whose stock of leaf was damaged by a fire, and when effecting a settlement with the insurance companies he agreed to a certain per centage on his

insurance and relied on getting some thing more out of the tobacco, but in that he was greatly disappointed. He felt confident that the tobacco could be improved by age and plenty of open air, but after one year he still found the smoke scent plainly noticeable, and to use his own words, the tobacco never again was worth a d—n.

Of course, the extent of damage has much to do with its relative commercial value, and that, in this case, time alone will determine.

The settlement basis is not regarded as a flattering proposition, and the insurance companies' alleged castigation upon the moral integrity of the leaf trade is not viewed so cheerfully.

Wm. DeHaven, leaf packer of this city, returned last week from St. Louis, where he installed the Lancaster County Exhibit of Leaf Tobacco. Mr. DeHaven personally features a part of the exhibit by the use of one of his patent leaf tobacco cases, which he had made specially for this purpose, with nickel plated trimmings, etc.

John McLaughlin has associated with himself in the wholesale and jobbing business in manufactured tobacco, cigars, cigarettes, etc., John K. Kauffman. Since the removal of the store to its present location at 307 North Queen street, the business has been extended. The place affords better display facilities as well as storage capacity, and a larger stock of goods is carried on hand.

W. H. McLaughlin, leaf dealer, has just returned from a leaf tobacco purchasing trip through Ohio and other Western points, and incidentally also sold a considerable quantity of his goods.

Jacob Mayer, on North Prince street, has finished up his packing of the 1903 purchases, and states that so far as he can see it is progressing satisfactorily.

Hy. Gottselig & Bro., cigar manufacturers of St. Joseph street, have certainly been quite active this year, and are now preparing at least two new brands which will be ready to place on the market by July. They are placing considerable hopes on these new goods, which they say they believe will meet with good results. They are not hurrying specially, at the sacrifice of some detail which might prove regrettable, but insist, that in all particulars it shall be just right.

C. Ruppig, whose factory is at Akron,

AMERICAN EMPIRE

10 CENT

EL VOLCANO

5 CENT

John G. Spatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO. 1
1ST DISTRICT, PA.
READING, PA.

has lately increased his force of union cigarmakers, owing to an improvement in business conditions among his distributors and the orders he received for further shipments of goods.

EPHRATA.

A. W. Mentzer & Sons report, through Dr. J. F. Mentzer, who is in charge of the general business management, that their trade at present is fairly satisfactory. He also announced that A. W. Mentzer, the founder of the business will retire from all active interests in the near future. Mr. Mentzer, Sr., can well afford to now enjoy the competency which he gained by earnest work covering many years, and fully deserves the well earned fortune which he possesses.

H. H. Mayer has lately noticed an encouraging increase in his business, which has enabled him to again employ his full force of cigarmakers.

The M. L. Bixler factory also shows evidence of considerable activity and no complaint is made of the dullness with which one is at present confronted so many times during a day.

Horace Kinports, the treasurer and general manager of the Kinports Cigar Mfg. Co., at Manheim, is at present on a western business trip, and is sending in some encouraging reports for the products of that house.

The Globe Cigar Co., of Ephrata, has purchased all the labels and trade marks from the Lichten Bros. Cigar Co., of Allentown, and will continue to market the goods together with their own. They have completed the erection of an addition to their factory building. Mr. Cohn, the proprietor, is pressing this business ahead very nicely.

MARTINDALE.

S. H. Hoover, of Martindale, is preparing to place on the market two new brands of medium grades of goods in the near future, when he will enter a vigorous campaign to extend his business.

REAMSTOWN.

John G. Root, the well known cigar manufacturer, is confined to his home by illness, but his condition is not thought to be serious. As regards trade Ed. Root informs me that they have been having a very fair share of it right along, and that they are working with their usual force of cigarmakers in all departments.

DENVER.

Martin Slabach, who commenced a union factory here some months ago, has had pretty good success in marketing his product, of which he now makes up several brands which he says are increasing steadily in popularity and consequently their sales are increasing.

E. Reninger usually does enjoy a very even trade, it being distributed among some of the largest distributing houses in the country, both east and west. He recently added several new labels to his outfit, and he continues to make a number of his cigars under the private labels of his patrons.

The new factory of the Garman Cigar Co. is now well under way, and when completed will be a commodious structure, containing modern facilities and improvements. Their trade is growing quite rapidly.

F. S. Weinhold is operating with a small force as heretofore, and is apparently well satisfied with the volume of business he is doing.

TERRE HILL.

C. M. Clime & Bro. report some improvement in their trade, with the demand running largely on their higher grade products in seed and Havana goods.

A. B. Clime's strictly union goods are apparently catching on in a satisfactory manner, and some good distributors have been interested in the product.

H. K. Haller is having a fairly good run of business just now, and has reason to feel elated in view of the somewhat stagnant conditions generally.

S. S. Watts is working at present with only a small force, owing to a quiet trade among his several distributors.

Leaf Salesmen Crowd into Reading

Stewart, Newberger & Co's Big Shipment of Cigars Possibly the Cause—Cigarmakers' Base Ball Club—Changes of Location.

Reading, Pa., May 23, 1904.

There was an exceptionally large number of visiting leaf tobacco salesmen in this section during the past week, and with but few exceptions they say manufacturers here appear fairly busy, but are not buying very heavily just now. It is hinted that the very large shipment of cigars by Stewart, Newberger & Co., Ltd., which was made about two weeks ago, may have been the cause of bringing so many salesmen here, in the hope of finding them in the market for certain lines. The shipment of cigars referred to consists of a solid car load of the Louis Mann 5c cigars, which were consigned to Alfred & Otto Rice, at Scranton, Pa. The car was decorated with streamers bearing the following inscription:

This car is loaded with
Louis Mann 5 cent cigars.
Stewart, Newberger & Co., Reading and Phila., makers.

The employees of the El Volcano Cigar Factory of John G. Spatz & Co., have formed a base ball club which has been named the American Empire team—in honor of the firm's leading 5 cent brand of cigars. Several games have been already scheduled.

A few advertisements for cigarmakers are again found in the local daily papers, showing a better condition of things than those of several weeks ago.

Just a few of the visiting leaf salesmen who were here last week are as follows:

J. A. Kinney, with A. Cohn & Co., B. Regensberg, with Hinsdale Smith & Co., M. Baum, with I. J. Shchoener & Co., M. Wolf, with L. Barth, and H. G. Reitzel, all of New York; Charles Cohen, with Voneiff & Vidal Cruz, Baltimore; Mr. Carroll, with L. Kemper &

Sons, Baltimore; W. J. Ruthenberg, of Kohlberg Bros. & Ruthenberg, N. Y.; M. H. Haviland, with F. S. Baines, Janesville, Wis.; and Irwin Wallick, representing the Maryland Lithographing Company, of Baltimore.

Owing to the death, some weeks ago, of Oscar Boehm, of Bremer Bros. & Boehm, the firm has decided to close out their business in Reading, so as to give their entire time to the main office in Philadelphia.

Breneiser Bros., wholesale tobacco nists, now at 39 and 41 North Sixth street, will remove on June 1 to larger quarters on Penn street, between Eighth and Ninth.

Henry Rindskopf, leaf tobacco dealer, now at 30 North Sixth street, will also remove on June 1, to 39 and 41 North Sixth street, which will be vacated by Breneiser Bros., where he too will have larger quarters and better facilities than at present for handling his business, which is growing at a very satisfactory rate.

Dan Fleck, of the Fleck Cigar Co., is just starting out on a business trip through western Pennsylvania. This firm has recently received a goodly number of orders, and has been steadily busy.

W. W. Beigel, at Third and Greenwich streets, reports a very satisfactory business on several of his special brands including the L. V. Whist Club, Old Reserve, Quintus, and Smoker's Friend.

Mr. Reigel has also bought up a fair sized packing of the 1903 crop of Pennsylvania tobacco.

Val. Wilk, on West Oley street, is putting an addition to his building, which will give him far more space for manufacturing purposes. The retail department, in the front, has also been much enlarged lately by taking out a hallway and throwing its width into the store, giving him an additional bulk window on the Oley street side. He is pushing the Germania 5 cent and Allegheny 10 cent union made goods.

Saml. Kloppe, a cigar manufacturer of Richland station, while on a trip to Lebanon last week, had his pocket picked and a leather pocket book, which contained about \$50 in cash and several checks was taken from him.

Choice of the Market

10¢

5¢

JOHN J. ESHELMAN

READING, PA.

Manufactured by

MARTIN SLABACH,
DENVER, PA.

Manufacturer of
High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

H. S. SOUDER
MAKER OF
CIGAR BOXES & LABELS

Engraving
Embossing

Private Designs
a Specialty

Telephone
SOUDERTON, PA.

Metal Printed
Labels

PORT OF NEW YORK.

IMPORTS		
Arrivals at the port of New York from foreign points during the week ending May 21, 1904.		
London—J. W. Surbrug, 6 cases tobacco goods.	J. Bernheim & Son	40 bales
Antwerp—Thos. C. Pollock, 1 case tobacco samples.	B. Diaz & Co.	32 "
Havana.—W. R. Grace & Co., 2 cases cigars and cigarettes; J. E. Ward & Co., 294 cases cigars, cigarettes and cut tobacco; Trinidad Shipping and Trading Co., 15 barrels cigarettes.	Havana Leaf Tobacco Co.	29 "
	Simon Batt & Co.	26 "
	E. Hoffman & Son	15 "
	R. M. Blake & Co.	10 "
	Fred D. Grave	10 "
	S. L. Goldberg's Sons	9 "
	F. Schultz Sons	6 "
	E. Regensburg & Sons	30 bbls.
	L. Goldschmidt & Co.	21 "
	Carl Vogt's Sons	1 "
HAVANA CIGARS.		
Str. Ponce, arrived May 16: (256 cases; 10 boxes.)		
United Cigar Manufacturers	American Cigar Co.	81 cases
S. Rossin & Sons	A. S. Lascelles & Co.	57 "
L. Schmid & Co.	Mateo Rucabado	44 "
Jos. Hirsch & Son	The West Indies Co.	11 "
A. Cohn & Co.	American & W. I. T. Co.	11 "
H. Duys & Co.	Smith & Bolzenthal	10 "
G. Falk & Bro.	Durlach Bros.	10 "
L. Friedman & Co.	Manrique, Sola & Co.	8 "
E. Spingarn & Co.	G. W. Sheldon & Co.	6 "
Pretzfeld & Co.	F. Bonilla & Co.	5 "
The Hilson Co.	L. Daussa & Co.	5 "
A. Murphy & Co.	Order	3 "
	Cagney-Cagney Tobacco Co.	2 "
	J. M. Menendez	1 case
	Thos. C. Pollock	1 "
	G. Menendez	1 "
	Cadiz Cigar Co.	10 boxes
HAVANA TOBACCO.		
Str. Ponce, arrived May 16: (57 bales.)		
C. Menendez	Str. Mexico, arrived May 18: (190 cases.)	
The West Indies Co.	Havana Tobacco Co.	113 cases
	Park & Tilford	19 "
	G. S. Nicholas	15 "
	W. O. Smith & Co.	10 "
	L. J. Spence	6 "
	G. W. Sheldon & Co.	6 "
	Waldorf Astoria Segar Co.	4 "
	L. A. Kline & Co.	4 "
	Acker, Merrill & Condit	3 "
	Canadian Pacific R. R. Co.,	3 "
	Calixto Lopez & Co.	2 "
	M. D. T. Co.	2 "
	J. W. Surbrug	1 case
	Seider & Goldstein	1 "
	R. Francklyn & Co.	1 "

MEXICAN TOBACCO TRADE.

The tobacco crop of Mexico for the present year has been estimated at something over 580,000 arrobas of 25 pounds each. The following are the figures for the tobacco growing districts:

San Andres Tuxtla, 160,000 arrobas; Valle Nacional, 50,000; Ojitlan, 40,000; Acayucan and Jalipan, 5,000; Tlapagoyam and Cordoba, over 180,000, and Tepic, about 150,000. Simojoval has not been estimated. This and a few other places will probably raise the figures a little.

All the tobacco for the export trade is raised in the districts of San Andres Tuxtla, Valle Nacional and Ojitlan. It is shipped to Europe, as the high duties of the United States on tobacco are practically prohibitive. The San Andres Tuxtla product has been shipped to Europe for some time. It is sold at very high prices. The tobacco of the Valle Nacional is packed and awaiting buyers. The tobacco buyers, it is said, started out to buy it at 17 and 18 cents per pound, but at present the price is at about twelve cents. About half of the

crop has been sold and exported to Europe. Of the Ojitlan tobacco, about a third of the crop has been sold and also shipped to Europe. Amsterdam is the great market that bids heaviest for the tobacco of the three districts mentioned.

The Tlapagoyam tobacco is used exclusively for the manufacture of the very cheap cigars and cigarettes, which are smoked mostly by Indians. None of it is fit for exportation. The product of the Tepic district has been bought by the Buen Tono Company for use in their factories. Most of the tobacco grown in this country is used for wrappers.

TENNESSEE'S TOBACCO EXHIBIT.

Tennessee claims to have the most attractive exhibit of any State making a display of tobacco at the St. Louis Exposition. It is also claimed by the Tennessee exhibitors that their display had the effect of encouraging other States, such as Kentucky, Virginia and the Carolinas, in redoubling their efforts to make creditable tobacco displays. The Tennessee exhibit was collected and installed by Capt. J. C. Kendrick, of Clarksville.

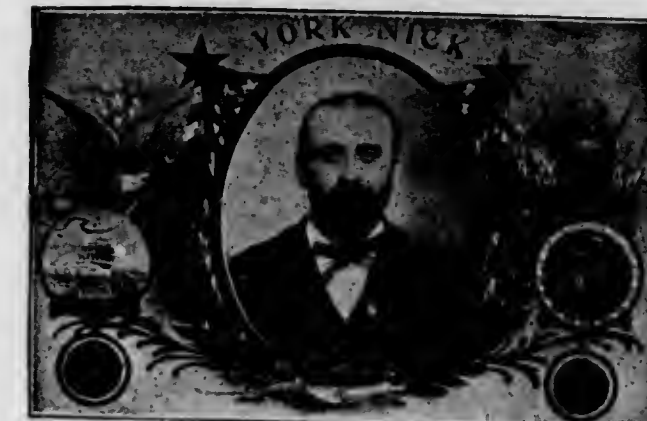


G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,



J. F. SECHRIST,
Proprietor
Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.



'STAG FAVORITE,' a 5-cent Leader, known for Superiority of Quality

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana Cigars
Joe F. Willard is Our Popular Leader.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
HOPKINSVILLE, KY.
PADUCAH, KY.

HIGH-GRADE CIGARS



Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.



All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...

If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



TOBACCO EXTRACT AS AN INSECTICIDE.

U. S. Consul S. C. McFarland writes to the State Department from Reichenberg, Austria: "The manufacture of tobacco in all forms is in Austria a Government monopoly. For some time—chiefly from Virginia and Kentucky tobacco, and presumably from waste—an extract of about 40 per cent solidity and 9 per cent nicotine value has had a restricted sale among agriculturists as an insect exterminator. It is retailed in sealed tin cans at about 20 cents per pound, and there is now said to be an export as well as a constantly growing local demand. It is diluted according to proposed use, and is immediately fatal to insect life, but, intelligently used, is said to be absolutely harmless to plant life. For plant lice a solution of only 1 to 1 1/2 per cent extract is used; for mites and naked larvae, 2 per cent; for haired caterpillars and beetles, 3 per cent. The solution is sprinkled or sprayed in the ordinary manner. Among the large number of insects for the extermination of which the use of the extract in the past few years has proven completely successful may be mentioned the so-called 'bubble feet' on strawberries, roses, blackberries, onions, etc.; spring lice or plant fleas; hump bugs; plant wasps; caterpillars of the grape winder; the larvae of various beetles; earth fleas and mite spinners; rose mites; and saw-wood and bark beetles. The extract is also used with great success for animal parasites, such as sheep lice."

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The tobacco in the towns west of the river is, I think, about as nearly cleaned up as is usual at this time of the year, or, at least, so far as Massachusetts is concerned. In Connecticut there appears to be considerable stock left in the farmers' hands. The tobacco that was grown on good sandy loam went first; the other must follow later on. I wish that better prices might have been procured, but most of it went at low figures, lower, in fact, than it ought to have brought, and much of this depreciated value was owing to the cry of a poor crop. Many of those having good tobacco sold at figures they were ashamed to give out. The trouble with the farmers is that they have no organization; one farmer sells at very moderate figures and

refuses to give the prices to his neighbors, for he has bound himself to the buyer not to disclose the price. But in so doing the grower arouses the suspicions of his fellows. They say: "A has sold his crop and will not tell the price," and, putting this fact and the cry of a poor crop together, the result may be figured out in one minute. And B says if I can get — cents for my crop I shall sell it now. For the remedy, instead of allowing growers A and B to govern Growers C, D and E, make a study of the domestic leaf product and the condition of the great markets, and tell those buyers that you have no 3c or 5c tobacco, but that when they want better goods you think you have them.

The farmers are hustling to get the crop of 1904 started. Many are doing better by the crop than ever before; that is, in the use of cottonseed meal and all the formulas of prepared commercial fertilizers. Some go to the point of sowing a ton of cottonseed and a ton of fertilizer, of one kind or another, per acre. But not nearly as much stable manure has been purchased this year as is usual, at least in this locality. The stable keepers have run into the practice of using too much straw and shavings for bedding; so much so that unless the farmer can be assured that the manure is of good quality he refuses to buy, trusting to raise a crop with less stable manure and more of the concentrated fertilizers. I hope that such a grower will get as good a crop as he would if he had used more stable manure, but I hardly think so. A good coat of stable manure contains the elements of a good crop of tobacco that cannot be brought out of any fertilizer made. If there was plenty of fertility in the soil, applied in former years, then the grower may get good returns from fertilizers. The time is at hand when the grower must face the music. The time for setting is close at hand. Some, I hear, have already begun. When the early man begins, it is but a few days before the rest must get into the swim. So for the next two weeks we will see a large share of the crop started. Well, the sooner started the sooner over.

Our correspondents write:

Feeding Hills: "Plants have grown rapidly for the last ten days, and setting will commence at the Hinsdale Smith farm the last of the week or the very first of next week. The tents are being put in readiness for about twenty acres. The other farmers will not commence setting before the last of the month."

Conway, Mass.: "The tobacco plants

The Reason "STAR" STOGIES SATISFY

the 10 cent smoker is that the tobacco used in their manufacture is as carefully blended as that used in high grade cigars.

The saving is in cost of making. You are going to burn it anyway—why pay five times as much simply for appearance.



To verify the truth of this reasoning will only cost you Ten Cents and may save you many dollars.

Cigars of the same quality vary in price as much as ten cents apiece, owing to the difference in finish.

"STAR" STOGIES

cost more than other stogies because they are made of better tobacco; they cost less than ten cent cigars because of the difference in appearance.

It's Expensive to Smoke with the Eye

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO
C. RUPPIN--LANCASTER, PA.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY
Wholesale
Manufacturer of
**High Grade
Seed and Havana
Cigars**
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

are growing very well now, but there will not be much set out before the twenty-fifth. But that is late for farmers here, as we usually begin about the fifteenth. Keeping a dairy as we do, brings setting, hoeing and haying all together, if we do not get at it before June."

Northfield, Mass.: "No sales of tobacco, although there are two or three good lots on hand among the farmers here. Not as great an acreage is anticipated this year as last year."

Suffield: "Many beds resown on account of injury during cold weather. Transplanting early plants just commenced."—American Cultivator.

EDGERTON, WIS.

The day of the cheaper grade of tobacco has about waned and if placed on the market at all will be a hard seller. Purchasers are looking for the better class goods and when found are willing to pay a price in keeping with the quality. One or two good sized transactions are in progress, but we withhold report until consummated. Plant beds give a fair promise and under favorable conditions from this on there ought to be an abundant supply. Sales coming to notice showing the trend of prices are:

Jokum Johnson, 33cs, 7, 4 & 1c, asst. Ole Ellingson, 4a at 6½, 3 and 1c asst. C. Stockstad, 4a at 6, 4 and 1c asst. M. J. Holverson, 6a at 5 and 1c asst. Geo. Neath, 44cs at 6 and 1c asst. S. Berg, 6a at 8, 3 and 1c asst. S. Gjellum, 6a at 4c lb. S. Holverson, 43cs '02 at 7 and 3c. Bert Courtier, 20cs, '02 at 9, 3 and 2c. E. O. Have, 41cs '01 at 9, 3 and 2c. Shipments, 110 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Activity prevails for loose tobacco both in the country and on the loose floors, the bright thin tobaccos being most active and higher. Lugs on the floor, 3½ to 4c; Leaf, 3½ to 7½c. At the first sale of hogshead tobacco at auction this week the offerings were only 59 hhds and sales of 44 hhds on the breaks.

QUOTATIONS
Leaf—Low, 3 to 3½c, Common, 3½

to 3½c; Medium, 3½ to 4½c; Good, 4 to 4½c.

Leaf—Low, 4 to 4½c; Common, 5½ to 5½c; Med., 5½ to 6½c; Good, 6½ to 8c.

Quite free sales were made privately, which now seem to be popular with sellers and buyers.

Receipts for the week, 440 hhds.; for the year, 2,670 hhds. Sales for the week, 366 hhds.; for the year, 1,444 hhds.

There was a light season for planting the first part of the week, and some small plantings were made. Plants are small, as a rule, and not plentiful, even for the half crop expected this year. Labor is deserting the farms, seeking other employment in mines, quarries, railroads and cotton fields. Low prices the cause.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 578 hhds; offerings on the breaks, 100 hhds; total sales 428 hhds.

The market was active with a continued stronger feeling on lugs and the lower grades of leaf.

Our unsold stocks show largely in figures, but it is well understood that the total contains all of the tobacco held on storage, which will not appear on sale in any market. There is a report which seems confirmed, that the Italian agent has sold all the lugs from his prizing operations to the Spanish syndicate, which will reduce the quantity needed from the western breaks by that interest.

The stemmers continue to sell their strips to the American manufacturers, and as it is much too late to put up full supplies of dried leaf, the shipments to Great Britain will be small this year, and the future seems to show steadily reduced stocks there, and reduced plantings in this country, the results can be figured.

QUOTATIONS:
Low Lugs \$3.25 to \$3.50
Common Lugs 3.50 to 3.75
Medium Lugs 3.75 to 4.00
Good Lugs 4.00 to 4.50
Low Leaf 4.50 to 5.00
Common Leaf 5.25 to 5.75
Medium Leaf 6.00 to 7.50
Good Leaf 8.00 to 9.00
Fine Leaf 10.00 to 12.00

E. A. CALVES & Co. **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,
Steam
Cigar Box
Manufacturer

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBERG

G. F. SECOR, Special

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St. Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler, Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.



EMBOSSSED CIGAR BANDS
Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.
Largest Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.


INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.
716-728 N. Christian St. LANCASTER, PA.

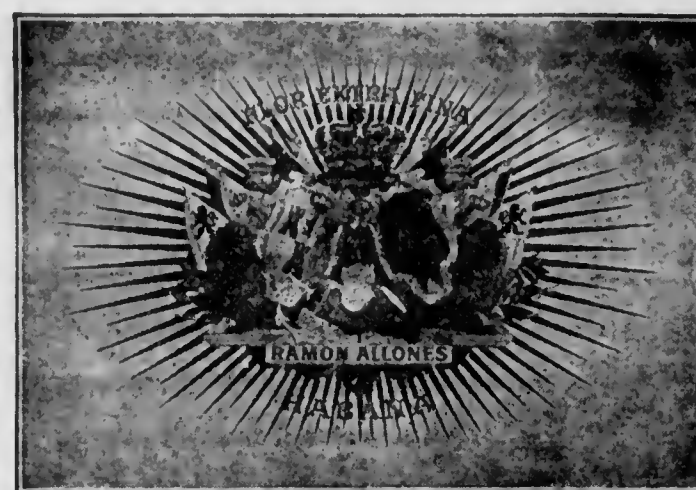
M. D. BOALES,

LEAF TOBACCO BROKER
Hopkinsville, Ky.

A. CALVES & CO.  HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the
Royal House of Spain.



This Factory Being Independent is Enabled
to Guarantee the Quality of its Products.

CIGARS



Factory, Galiano 98,
Havana, Cuba.



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147 Water St., New York.

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MANUFACTURERS'
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Manufacturer of

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L. E. Ryder, Factories 26 and 517,
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A. D. KILLHEFFER — MILLERSVILLE, PA.



Goods Sold Direct to
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Maker of
**High
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Warranted
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We Can Save You Money.

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ESTABLISHED IN 1881
Vol. XXIV., No. 22.

PHILADELPHIA, JUNE 1, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents

WE WANT to call YOUR ATTENTION
TO OUR

Florida Sumatra,

THE MONEY-MAKER FOR THE MANUFACTURER.

We have the largest and most complete line in
Philadelphia. Have nine sample bales open
for inspection. \$1.25 to \$2.50 per pound.

Special Prices on Bale Lots.

Imported Sumatra

We stand at the Top of the Heap in the Retail
Sumatra business. This fact alone proves that
We Have THE BEST GOODS for the Money;
otherwise we could not hold the business.

1901 ZIMMER SPANISH

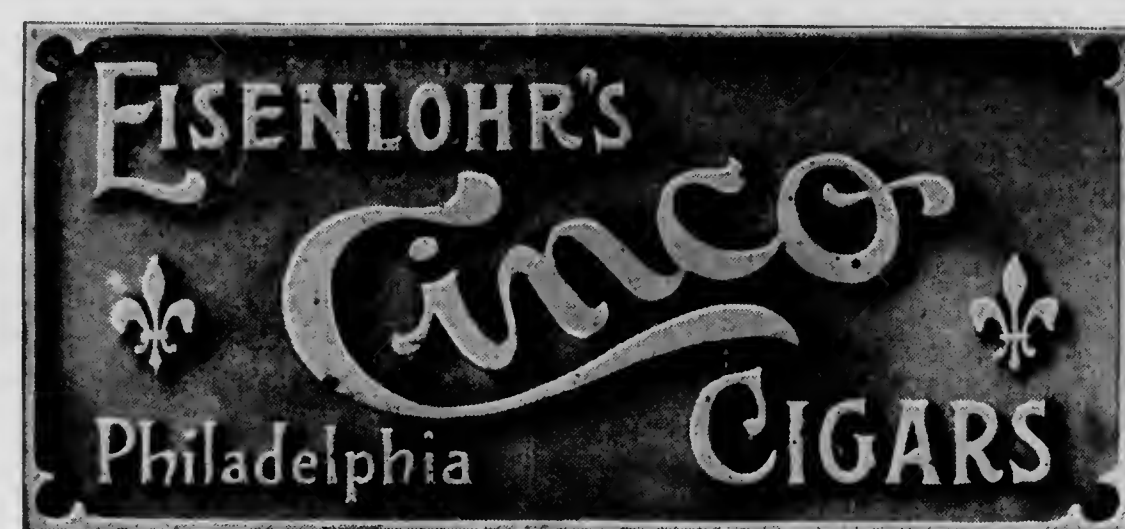
If you use ZIMMER, why not get the BEST?

It is the Cheapest in the end.

We can please you, no matter how particular you are.

HIPPLE BROS. Importers of
HAVANA and SUMATRA
and Packers of SEED LEAF **TOBACCO**

231 Arch St., Philadelphia.



GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.



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Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
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Factories:
PHILADELPHIA.
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Cigar Manufacturers,
210, 212, 214 North Broad Street,
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Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOREN & CO.

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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade
Medium
Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is our Leader.



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Published Every Wednesday
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Tobacco Insurance.

DURING the past few years tobacco seems to have attracted much attention among fire insurance underwriters in several of the principal tobacco growing States.

Difficulty has at times been experienced by the leaf tobacco packers of Wisconsin, who were often unable to obtain insurance in satisfactory companies at a reasonable rate, and within the past two weeks it was openly announced in Lancaster that if there were any more fire losses there among tobacco risks the companies would withdraw insurance from that section. It also seems that there is a similar agitation in Connecticut.

It is, however, admitted that a wide variance of opinion and experience gives to the subject an unusual interest, and it is further stated that while many companies have written the class with profit for years, some underwriters have been less fortunate, with the result that tobacco may now be found upon quite a few prohibited lists.

A member of a Hartford, Conn., insurance agency, controlling several large tobacco risks, among which are two of the largest growing corporations in Connecticut, said that, whereas the agency had collected many thousands of dollars in premiums during the past five years, only \$2,000 had been paid out for losses, leaving a larger margin of profit than that realized on almost any other class of risks. Inquiries among other agencies also developed the fact that in a majority of cases a fair profit had been realized. It is the general belief among agents in that State that the aversion which some companies show toward tobacco risks is due more to ignorance and ungrounded prejudice than to a high loss ratio.

It is our opinion that if insurance companies to whom tobacco risks are offered would exercise

a closer scrutiny of the moral integrity and the hazards the ratio of losses would remain at a minimum, and an unnecessary embargo upon the honest merchant would be avoided.

The April Production.

THE April returns of the Internal Revenue Department indicate a further decrease of trade all along the line, particularly in the matter of cigars. With a total output of 531,185,925 for April, 1904, as against 584,087,675 in April, 1903, it shows a decrease of 52,901,750.

Cigarettes also show quite a percentage of depreciation in output. During April, 1904, the output was 235,610,975, and in April, 1903, 284,589,175—a decrease of 48,978,200.

In manufactured tobacco the figures indicate an output of 26,913,700 pounds during April, 1904, and 28,039,300 in April, 1903, or a decrease of 1,125,600 pounds this year.

Snuff, has also suffered from smaller trade. With a total output of 1,655,970 pounds in April, 1904, as compared with 1,731,935 pounds in April, 1903, the decrease is 75,965 pounds.

It is only in the case of little cigars that an increased trade has been experienced. The figures for April, 1904, show an output of 65,421,500, and in April, 1903, only 53,341,700, or an increase of 12,079,800 this year, as compared with last year.

During the ten months of the present fiscal year, which ten months ended April 30, there is still shown an increase over the previous year, in all lines, with the exception of cigars, and in that product a decrease of 52,149,725 is apparent in that period. Cigarettes show an increase of 171,650,265; little cigars, 33,511,780; manufactured tobacco, 12,150,290 pounds; snuff, 1,170,140 pounds.

It is also interesting to note the progress or depression in the various cigar producing states.

PENNSYLVANIA

	1904	1903
1st District,	47,547,860	51,015,860
9th "	57,225,630	63,683,200
12th "	3,213,050	2,997,425
23d "	30,813,895	33,819,645
Total	138,800,435	152,416,130

Net decrease 13,615,695.

In the ten months ending April 30, 1904, the figures are as follows:

1st District,	an increase of 14,516,870
9th "	a decrease of 18,556,025
12th "	an increase of 7,105,850
23d "	a decrease of 7,103,715

The net decrease of the entire State during that period was 4,037,020.

NEW YORK

New York State had a total output during April, 1904, of 113,534,845, and in April, 1903, of 137,283,940, or a decrease of 23,749,095.

During the ten months of the present fiscal year the output was 1,186,297,860, showing a decrease of 74,465,820 as compared with the figures of the same period the year before.

NEW JERSEY

New Jersey shows an agreeable gain, with the following figures:

April, 1904,	36,693,335
April, 1903,	31,472,900
A gain of	5,220,435

During the ten months ending April 30, 1904, the total production was 325,728,505, a gain of 31,259,595 as compared with the same period of the preceding year.

FLORIDA

It is only in the District of Florida that any appreciable increase is shown, the figures being as follows:

April, 1904,	22,032,010
April, 1903,	19,318,610
Increase	2,713,400

For the ten months ending April 30, 1904, the figures are as follows:

1904	200,664,200
1903	185,947,050
Gross gain	14,717,150

Advertising Abuses.

THE editor of a daily newspaper seems to have become horrified by outdoor advertising, and while still suffering with an apparent attack of insomnia permitted the following to be published:

"All through the United States intelligent people are realizing as never before the need of checking the very serious evil of most of the advertising on sign-boards and dead walls. Municipalities and railway companies are taking the matter up in earnest and the movement for the suppression of this form of public nuisance seems to be acquiring at last a strength that was hardly hoped for a few years ago.



"We Americans have become so accustomed to looking out of our windows to be struck full in the eyes with a twenty foot red and yellow horror advertising Flor de Cabbaggio cigars, we have for so long seen so much of our most beautiful scenery defaced with nightmares calling attention to Peerless Pants and in the more thickly settled regions have so often made our railway journeys between interminable walls of bill board monstrosities, that we have almost come to look upon this course of daily life as a part of nature's plan.


"The Pennsylvania and Boston & Albany railways are making every effort to have the sign boards along their lines removed. Massachusetts has passed a law prohibiting advertising signs in or in sight of public parks and parkways or in public places. Pennsylvania has adopted the rule as to public places. Cities all over the country have passed or are considering stringent municipal regulations as to advertising signs and bill boards, and private societies by the hundred are keeping up continued agitation on the subject.

"The movement should enlist the hearty interest of everyone who is not utterly callous to ugliness in his surroundings. The courts of England and Massachusetts have held that a thing may be a nuisance because it offends the sense of sight just as much as if it offends the sense of smell or hearing, and the decisions are certainly common sense and undoubtedly good law."

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA Tobacco
and Packers of DOMESTIC LEAF
115 Arch Street, Philadelphia.

FOUNDED 1855.
 **DOHAN & TAITT,**
Importers of Havana and Sumatra
Packers of  107 Arch St.
Leaf Tobacco PHILADA.



Established 1835
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

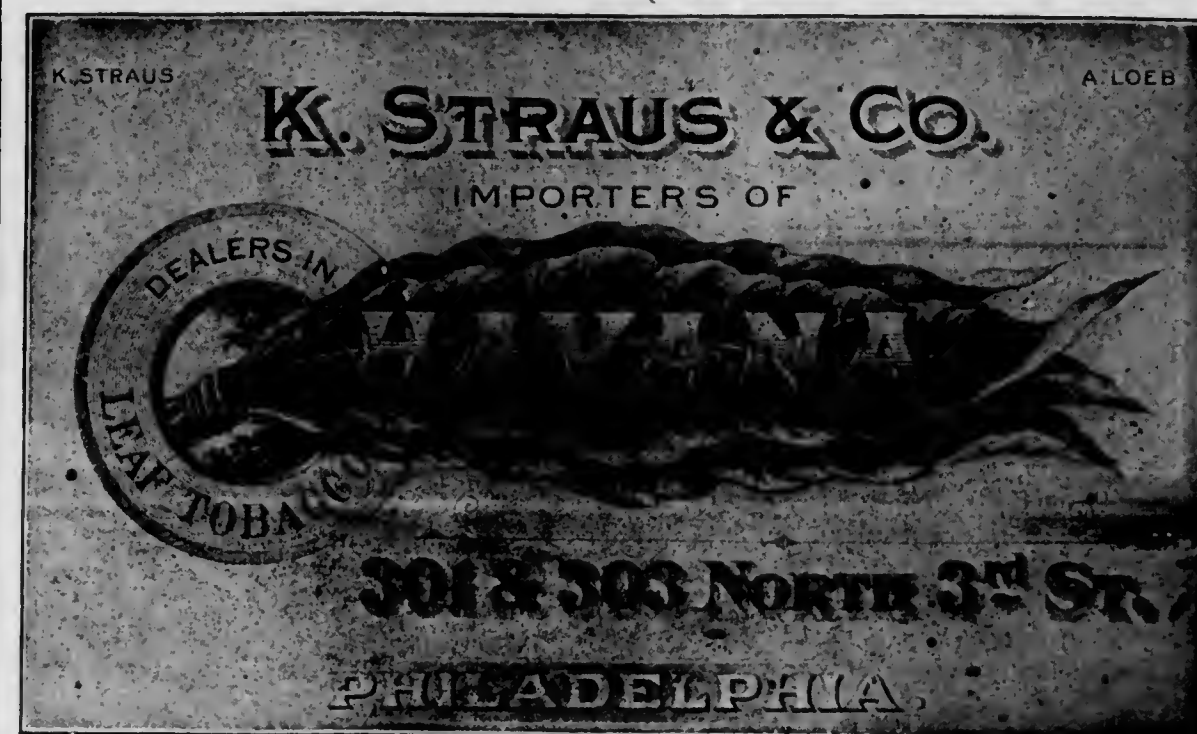
JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf
Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

 **Young & Newman,** Sumatra & Havana 
217 N. THIRD ST., PHILADELPHIA. Importers of
Packers of Seed Leaf.



BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

DISEASE GERMS IN CIGAR CUTTERS
DOES the cigar cutter in use in many retail stores contain germs or microbes? This is the question that has agitated the mind of a prominent Cleveland dealer, and he has come to the conclusion that it is at least possible to communicate a disease germ by means of the cigar cutter. He says that the danger is in the fact that many customers moisten the end of their cigars before using the cutter, and those having any germs of disease in their mouths will communicate them to the cutter, and thus the next user may become infected. This is taking a rather severe view of the case, but it will be remembered that many people of a scientific frame of mind condemn the custom of kissing as a transmitter of the germs of disease.

The dealer in question claims that he noticed nearly every one of twenty-five customers that he watched moisten the end of their cigar before applying it to the opening of the cutter. If there were any objectionable microbes in the mouths of any of the men, it must have been possible, according to theory, that they could have been transmitted to the mouths of some of the subsequent users of the cutter.

"Figure out for yourself," says this wise retailer, "how many men there are whose disease germs you would be willing to absorb and you can quickly determine with what degree of safety you can use the public cigar cutter. It startles me every time I think of it, but the public insists upon having cigar cutters maintained for its convenience, and the tobacconist cannot help himself."

The fact, remains, however, that a great many cigar store customers do not moisten their cigars before cutting off the ends.

QUALITY IN CIGAR STORES.
IN buying all classes of goods necessary a retail cigarist, as a rule, makes quality the first consideration; price comes next. If the goods are not of such a quality as his trade will buy, it is useless for him to put them in stock. Hence, in visiting the average store, one will find certain lines of goods of a uniform quality in nearly all the stores, and yet, on the other hand, take the stores as a whole in comparison, and you will not find two alike. Instead of taking a high standard of excellence, as regards neatness, arrangements, fixtures, goods, courtesy, and what not, there seems, indeed, to be a tendency in the direction of see-

ing how low a degree of many of these items can be used, and still "get along" with the business.

It is well to note that ambition brings success more frequently than indifference and sluggishness, therefore it is necessary to keep informed on up-to-date methods.

TRADING STAMP PROPOSITIONS.
THE GROCERY WORLD recently published an article referring to a salesman who closely covers the eastern part of Pennsylvania added two interesting incidents last week to the history of the trading stamp scheme.

He had just returned from a trip through the coal regions. On the outskirts of Scranton he entered the store of a small grocer and found him in tears,

poking her umbrella through the portrait of President Roosevelt, remarked: "He's a smoker and a chewer."

Miss Lucy Pa.e Gaston, the Anti Cigarette crusader, who was present, promptly took exception to Mrs. Nation's assertion, and declared that the President never used cigars or chewed tobacco. Some argument ensued, which ended in Mrs. Nation declaring that she would donate \$50 to the League if it was proven to her that the President was not a patron of tobacco dealers.

Miss Page promptly wrote a letter to Secretary Loeb, setting forth the facts of the case, and in course of time received an answer. It stated that "President Roosevelt does not and never has used tobacco in any form." As a result Mrs. Nation is out of pocket \$50 on the bet.



Made by E. RENNINGER, Denver, Pa.

worn out and discouraged with the lapsed condition of his business.

"I have just figured up," he said, "and every cent of profit I made last year I gave to the trading stamp companies. All I got out of it was what I ate."

Truly an illuminating revelation of the real value of this wonderful trade-bringer!

Also in Scranton, a stockholder in one of the trading stamp companies, off his guard, showed this salesman a premium toilet set. "This cost us \$2.35," he said, "and we get for it, through trading stamps, \$6!"

When such inflated schemes can succeed, what a humiliating illustration of the illogical cupidity of human nature!

A MAN'S TROUBLES WITH CIGARS.
THE Century Magazine recently published an article concerning a man's difficulties with cigars, and said in part as follows:

A man came in from Havana recently with a box of cigars of which he had smoked 15. There were 85 left. The inspector who examined the baggage told him he could have only 50. The man declared that it was an outrage, and intimated that he believed it to be perpetrated for the inspector's personal amusement.

"Who gets the rest?" he demanded.

"They are seized for the government," was the reply.

Thereupon it was evident to the man that the outrage was for the benefit as well as the amusement of the inspector.

MRS. CARRIE NATION, it is said, recently entered the office of the Anti-Cigarette League, Chicago, and, sneered.

"Not on duty," suavely replied the inspector.

"Well, you won't smoke these off duty," cried the man, and began to break them up.

"Hold on," said the inspector, "you mustn't do that."

"Why not?" demanded the man.

"They are my cigars."

"No, they are not," replied the inspector, "they belong to the government."

No words would fit that situation, and the man went away. A little later he charged into the office of the law division, prepared to tear down the custom house. He wanted to know, and he wanted his information quickly.

"Not my cigars, eh? Well, they hadn't been brought in yet."

"Oh, yes, they had. They were considerably inside the three mile limit when you had them on the pier."

A little argument cooled him off, and he finally said:—

"Well, I'll take my 50, and you can have the rest."

"You haven't got 50 now," said the official.

"Haven't got 50?" he screamed, "I'd like to know why I haven't. You've said all along I could have 50?"

"Yes, but you broke them up."

"I didn't do any such thing. I broke up the extra 35!"

"Oh, no; those are Uncle Sam's. You were breaking up your own. But I don't think you destroyed them all. There are about 15 still left for you."

And he had to do the best he could to seem content with 15. All of which shows again how foolish it is to kick against the goads. Most men do it, however, and sometimes they beat Uncle Sam out of his cigars. There have been instances where men so situated pitched the whole supply overboard in their rage.

BLUE LAWS SUSTAINED.
JUDGE MARTIN'S recent decision that a man who bought a cigar on Sunday in Philadelphia to obtain evidence of violation of the Sunday laws was guilty of violating those laws himself was reversed by the Superior Court. The man who bought the cigar in this case was Albert B. Hoover. He was an agent of the Sunday Closing Association, and was employed getting evidence of violations of the Sunday laws. In the course of that employment he bought a cigar on a Sunday last June from a dealer at Tenth and Green streets. Magistrate South fined the dealer. Later action was begun against Hoover on the same charge, and Magistrate Fletcher imposed a fine of \$10, which judgment Judge Martin, on appeal, affirmed.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."



ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Ballastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade **CIGARS**
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

MR. CATLIN'S CORRECTIONS.

Revises Statement Concerning His Connection with Atlantic City, Etc.

Anent the published interview with the Bayuk Bros. Cigar Co., and their connection with the Pennsylvania Cigar Stores Co., of which Mr. Wm. Catlin is proprietor, the writer has been asked to announce a few corrections which he felt were in justice due him.

Concerning the opening of a store in Atlantic City, Mr. Catlin says: "It was not my suggestion, but that of Bayuk Bros., to which, after consideration, I consented, the condition being that Bayuk Bros. were to advance the sum of fifteen hundred dollars, for one year, in consideration of which two particular brands of their product were to be made leaders at that store, and which I agreed to do.

"It is true that I designed the arrangements of the interior of the store and planned the style of furnishing, etc., but before the same had been long completed, they seemed to want to change the conditions, and I finally withdrew. The original contract expires on June 27, 1904, and I was assured that by that time the sign of the Pennsylvania Cigar Stores Company would be taken down from the premises, and I presume it has been done.

"And so there are other things to which I might refer, but it could be of no special interest to any one, and I certainly have no desire to cast even a reflection upon Bayuk Bros., and since our business relations are settled, I am content to let it remain as it is.

"Being now relieved of all duties from the Seventh and Market streets store, I shall again devote my entire time and earnest efforts to our store at 144 North Eighth street, where it is a source of much pleasure in being able to say we have already succeeded in building up a very nice business among a most desirable class of patrons. The Hanover Ribbon cigars, which we adopted at the commencement of our business here, we will of course continue, having contracted for their manufacture by a very reliable firm, and their quality will also be fully maintained. This, of course, is in conjunction with all of the several brands which we have been making a specialty of, and which we control absolutely.

"It is, perhaps, needless to say that having severed any and all outside enterprises, the experiences by me, as has often been the case with other and perhaps wiser men than I claim to be, may prove valuable lessons, and well worth remembering. I shall, in all probability, be able to benefit by all my experiences."

FREIGHT RATES ON TOBACCO

Western and Southern Roads Form a Combine Against Eastern Lines

The Louisville and Nashville, the Illinois Central and the Louisville, Henderson and St. Louis railroads are said to have formed an agreement to protect the exportation of tobacco from the lower Ohio river territory, acting in favor of the ports of New Orleans and Pensacola as against the North Atlantic ports. The effect of the agreement is that all shipments of English strips for export must be handled to the North Atlantic lines at Louisville and Cincinnati by the roads in the contract, and that no bills of lading will be issued for shipments solicited by the North Atlantic lines on through contracts. In cases where those roads wish to carry the business it will be necessary for them to notify one of the three local lines of the lower Ohio territory, and the line so notified will bring the tobacco to Louisville or take it to Cincinnati, as the case may be. It will at those points turn the shipments over to the road carrying it for export upon the payment of the arbitrary through rate established by the agreement, which is less than the local, but which the North Atlantic lines claim form a combination that is so high as to be prohibitive.

The Pennsylvania, the Big Four, the Baltimore and Ohio, Southwestern, the Chesapeake and Ohio and the Monon, the fast freight lines operating over those systems, are the companies to be affected by this agreement.

The volume of the commodity over which the agitation has arisen is between 15,000 and 20,000 hogsheads, all of which usually moves for export during the months of May, June, July and August.

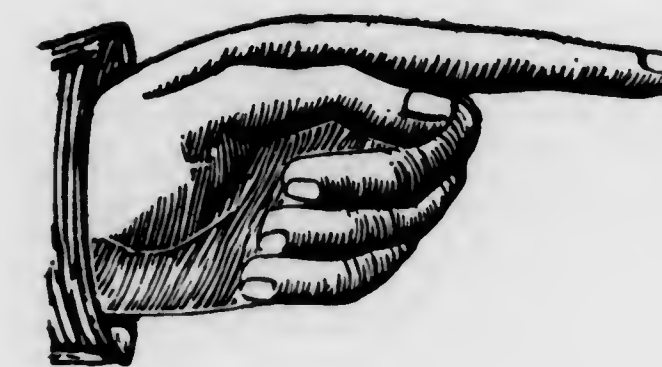
BRANCHING OUT IN TENNESSEE.

At a meeting of the J. A. Sloan Co., wholesale grocers at Columbia Tennessee, and the Sloan-Trawick Tobacco Co. of Nashville, Tenn., it was decided to open a branch house at Fayetteville, which branch will be under the management of Messrs. Walker Sloan and J. Cleveland Burch, who have been for some years connected with the main firm at Columbia.

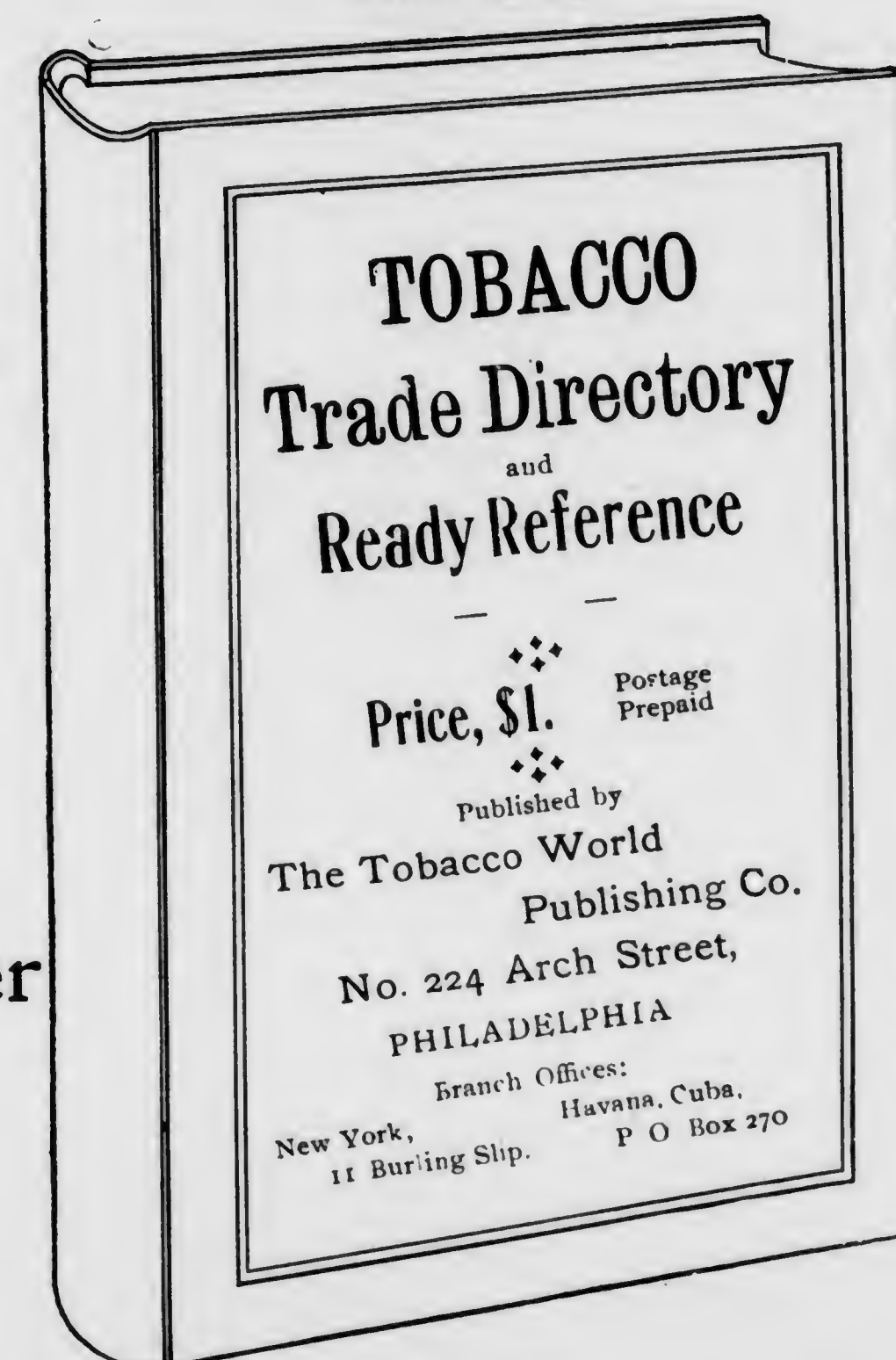
The new concern will be known as the J. A. Sloan Company of Fayetteville, and will be complete in every detail, and it is for the purpose of meeting the rapidly increasing trade in that vicinity. The capital stock of the Sloan-Trawick Tobacco Company and the J. A. Sloan Company is \$130,000.

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Is **\$1.00**, Postage Prepaid.
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Every
Manufacturer
Needs It.



Invaluable
to the
Hustling Jobber.

IT CONTAINS A COMPREHENSIVE LIST OF

The Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners, Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of **The Principal Wholesale Houses.**

It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

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IMPORTERS OF PHILADELPHIA



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Fifth and Washington Sts., READING

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Leaf Tobacco

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WALTER T. BREMER.
OSCAR G. BOEHM.

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

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Importers and Packers of and Dealers in

LEAF TOBACCOS

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**SCRAP
--Filler--**

We Make Them for
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For Wholesale Trade Only,
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Frank Ruscher

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Tobacco Inspectors

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lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
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Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
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— THE TOBACCO WORLD —

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Special Partner—GUMERSINDO GARCIA CUERVO.

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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

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Reina 20, Havana

P. O. Box 98

RAINY WEATHER MAKES A SLOW MARKET.

Fewer Sales Made in Havana, But Receipts from the Country Are Increasing—
Arrivals and Departures of Dealers—How the Leaf is Changing Hands.

HAVANA, May 23, 1904.

BUYERS COME AND GO.

Owing to the national holiday the past week and four days of almost continuous rains, the market has felt the effects somewhat, as the reduced number of bales sold will indicate. On the other hand, the receipts from the country show a further notable increase, thus demonstrating that the packings in the Vuelta Abajo and Partidos are progressing satisfactorily. The bulk of the sales consisted, however, of old Vuelta Abajo and Remedios fillers, as the new tobacco was mostly of the Partidos district, which, on account of its temprano wrappers, has been in fair demand. While the market is not yet bare of old tobacco, the quantity in first hands is no longer important enough to play any role in influencing prices, and while the holders are asking higher figures for the good lots, the same are in the minority. On account of the absence of the lower classes, the cigarette manufacturers have been obliged to buy even small fillers and mix them with the low grades of the new Vuelta Abajo crop. The rains and great humidity are exercising a beneficial influence in promoting the fermentation process in the piles, as well as in the bales already made. Good judges lean to the opinion that the 1904 crop will turn out to be of a very fine aroma, so far as the Vuelta Abajo is concerned, although the supply of wrappers is insufficient. The Partido district will, however, supply the deficiency, so far as can be judged at present. That the Remedios crop will be 50 per cent higher than last year appears almost a foregone conclusion, and as the supply is short in quantity, but promises to be of a fine quality, the only question is whether the Northern manufacturers will stick to this article, when they might be able to purchase Vuelta Abajo fillers at the same price, or perhaps a trifle lower.

Sales amounted to 3,035 bales in a 1, or 1,650 of Vuelta Abajo, 585 of Partido, and 800 of Remedios. United States buyers have taken 1,953 bales, local cigar and cigarette manufacturers, 982, and 100 were purchased for European account.

Arrivals:—Manuel Sanchez, of Chica go, Ill.; Ferd. Oppenheimer, of New York; Avelino Pazos, of A. Pazos & Co., New York and Havana; S. L. Goldberg, of S. L. Goldberg & Hijos, New York and Havana; Emilio Suarez, of Selgas, Suarez & Co., New York; S. Rupp, of S. Rupp, inc., New York; L. D. Greenhall, of Elias Bach & Sons, New York; John Wardlow, President of Ruy Lopez Cigar Co., Key West; V. Pendas, of Y. Pendas y Alvarez, Tampa.
Departures:—Henry Esberg, S. Rupp, E. P. Cordero, and Simon Batt, of New York, and Edgar J. Stachelberg, of Tampa, Fla.

HAVANA CIGAR MANUFACTURERS.
Business is dull, with a few exceptions of the large independent manufacturers who still have enough orders on hand and are in receipt of fresh ones. It is stated that the Trust, in its Bejucal and Santiago de las Vegas factories, is only making from 20 to 23 M. cigars per day, against its former daily output of 70 to 80 M.; also, that in the Aguila de Oro factory eighteen cigar selectors were discharged. H. Upmann & Co. are still running with full forces in their two factories in Havana and Calabazar. They bought some 300 bales of fine Vuelta Abajo vegas, lowland section. "Sol" received a fresh impetus by Don Carlos Behrens sending cable orders, as well as by mail, from New York. The "Partagas" factory received some good sized orders from London, while the United States business is fair. The "Crepusculo" factory, owned by J. F. Rocha & Co., was established twenty-two years ago, and has steadily worked itself upward from a small beginning of 4,000 cigars per day until now it is turning out a daily average of 40,000. This is the best proof that the cigars must possess merit, and that their celebrated brands, "Nene" and "Jefferson," are well liked in the United States. They do an extensive business with London, Germany, Canada, South America, South Africa, Australia, Belgium, Austria, France and Spain. Don Jose Rocha is a hard

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF

The
Celebrated



Cigar
Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I, HAVANA, CUBA

Remigio Lopez

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Manufacturers of the Imported Brands

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Established 1860

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INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chaoalva, Havana, Cuba.

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VENANCIO DIAZ, Special.

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Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
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Manufacturers of the
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La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

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Leaf Tobacco Warehouse

AND
COMMISSION MERCHANT,

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P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. Habana

Royal Cigar Factory

INDEPENDENT



The
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Brand

The
Best
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Proprietors

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Vegas Proprias Cosechado por el

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Bridat, Mont' Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
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Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

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GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

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Habana.

(P. O. Box) Apartado 270.
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AIXALA & CO., Havana Leaf Tobacco

Cardenas Z. and Corrales 6 and 8,

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— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest
Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

worker, understands all about a factory, from the buying of the leaf to the blending and turning out cigars of a superior workmanship, besides being a thorough business man in the true sense of the word, and therefore the success of J. F. Rocha & Co. was only a natural consequence of inherent qualities that are bound to succeed. Rabell, Costa, Vales & Co., in their "Ramon Allones" factory, have no cause to complain of dull times, their orders coming as regularly as clock-work. Enrique Dorado & Co., of "El Rico Habano," are also busy filling orders for the United States and Canada. Remigio Lopez y Hno. are getting in some fine work on their "La Mas Fermosa" and "Magnetica de Cuba," as Don Remigio is always busy from morning until night.

BUYING, SELLING AND OTHER
NOTES OF INTEREST.

S. Ruppini was one of the heavy guns in the market, purchasing 1,000 bales of Vuelta Abajo and Remedios, and while registering a vega of 150 bales of Vuelta Abajo a large manufacturer happened to drop in the same warehouse. A glance at the tobacco satisfied the latter that this was the right kind for his factory; to come to terms about the price was a question of less than five minutes and S. Ruppini was merchant enough not to refuse a fair profit when he could realize it. Sobrinos de A. Gonzalez.—Don Antero Gonzalez after his return from the North, did some hustling, and the result was that his firm closed out about 1,000 bales of Vuelta Abajo and Remedios to local factories and Northern buyers. They are packing in several districts of the Vuelta Abajo, while about June 1st they will also open up some escojidas in the Vuelta Arriba section.

Simon Batt, who left Saturday, gives his purchases as consisting of 400 bales of new Partidos, besides some old Vuelta Abajo fillers of prime quality.

Rodriguez Bautista & Co. sold 361 bales of Vuelta Abajo during the past week, thus virtually having disposed of their old stock of goods, and they are now in a position to devote all their attention to the new crop.

Henry Esberg left by the steamer "Morro Castle," highly pleased with what he had seen of the new crop, and contented with his purchases.

Fernando Fernandez y Hno. closed out 200 bales of Vuelta Abajo held upon consignment.

H. Upmann & Co. shipped 400,000 cigars during the past week.

Rabell, Costa & Co. turned over 150 bales of Vuelta Abajo to local factories.

Muniz Hnos. & Co. have purchased enough bundles of tobacco in Santi Spiritu to make an escojida of about 2,000 bales in that locality, while in other sections of the Santa Clara province they have also acquired sufficient "matules" to start three more escojidas, so their total packings of this kind will give them at least 4,000 bales in all.

Bruno Diaz & Co. sold 150 bales of new Partido from their fine Alquizar packing.

Edgar J. Stachelberg did not leave empty handed upon his return trip to Tampa.

Miguel Perez disposed of 150 bales of Remedios without any effort.

Voneiff & Vidal Cruz had to stop stripping for four days, owing to the rainy weather, but as it seems the sun has finally chased away the lowering clouds, they have started up again today. Don Pancho in the meantime has been making hay in buying heavier still of Vuelta Abajo for their escojidos, being out in the country most of the time.

Loeb-Nunez Havana Co. sold 85 bales of their fine Remedios and Vuelta Abajo holdings, while their buyers are busy all over the Vuelta Abajo and Santa Clara province, so they can start their various escojidas by June 1.

G. Salomon y Hnos. disposed of 64 bales of Vuelta Abajo.

Aixala & Co.—Don Jose is now spending a good deal of his time at San Antonio de los Baños to inspect the progress of his Tumbadero escojida.

M. Garcia Pulido turned over 60 bales of Vuelta Abajo to a local factory.

Avelino Pazos sold one vega of Vuelta Abajo to a well known party from Tampa. Leslie Pantin was rushed again with business, having purchased with customers on the spot, as well as per cable orders, fully 1,200 bales of all kinds of leaf during the past eight days.

Walter Himml intends to start his Consolacion del Sur packing as soon as the weather clears in the country.

A. M. Calzada & Co. were also hampered in their stripping operations for their friends, owing to the excessive humidity.

Suarez Hnos are working hard in their three escojidas in the Vuelta Abajo.

Receipts of Tobacco from the Country.

	Week Ending May 21.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	2,971	12,693
Semi Vuelta	124	577
Partido	1,633	11,322
Matanzas	—	112
S. Clara & Remedios	30	5,494
Santiago de Cuba	—	242
Total	4,758	30,440

J. F. ROCHA & CO.

Manufacturers of the
Celebrated Brands

"Crepusculo," "Nene"
and
"Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR,
17 South William St., New York.

Bruno Diaz

B. DIAZ & CO.

R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

HABANA, CUBA.

Cable:—ZALIDCO

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable:
GRAPLANAS.

Estrella 42, Habana, Cuba.

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF

F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and
Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 453, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco,

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA" HABANA, CUBA.

J. Lichtenstein & Co.

Leaf Tobacco

131 Water St. NEW YORK

J. & E. Cram, Importers of *New York Amsterdam.*
Sumatra Tobacco, 144 Maiden Lane. Trascala.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

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La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Aguilon de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murlas
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Murlas y Ca.
	H. de Cabanas y Carbajal.	



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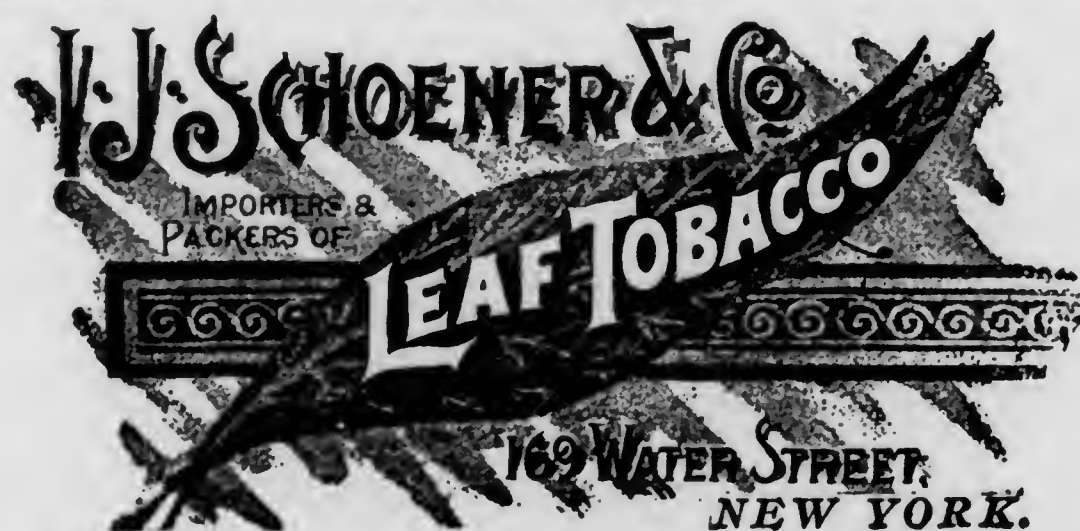
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HAVANA, CUBA.

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Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn.

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Manuel Suarez.

Mendelsohn, Bornemann & Co.

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New York Office:
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Established 1840.

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Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
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Established 1888.

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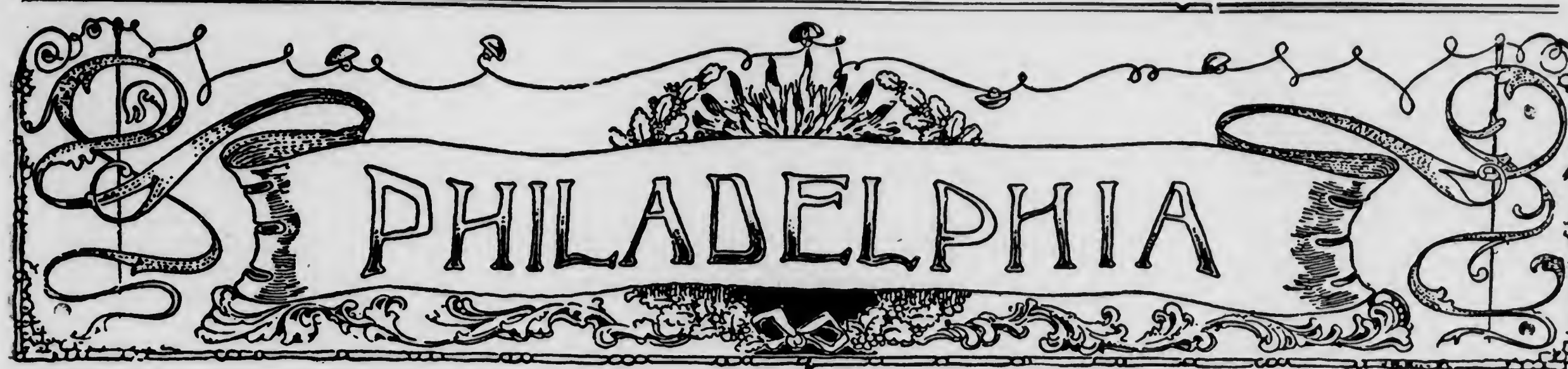
No. 163 Water Street,
NEW YORK.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St.

CHICAGO, ILL.



THE RETAILERS' MEETING.

At the last regular meeting of the Retail Cigar Dealers' Association of Philadelphia, held at Association Hall on Thursday evening last, there was but a moderate attendance. It was a rather sultry evening, and that is thought to have had some effect upon the attendance.

A committee to suggest possible advantageous changes in the constitution and by laws had been appointed at the April meeting, but that committee reported that they had not had opportunity to complete their work, but would try to do so by the time of the next meeting.

Attention was called to the fact that there had recently been another arrest for Sunday selling, and that the Sabbath Closing Associationists had endeavored to unearth an old statute which they thought might be applicable, but which was appealed to the court for expounding.

Mr. Morris Rosenberg, a member of the Philadelphia Leaf Tobacco Board of Trade, and also a member of the Conference Committee of the National Cigar Leaf Tobacco Association, had promised to address the meeting of the Retailers that evening on the subject of adopting the association stamp of the National Cigar Dealers' Association of America, but at the last moment he found it impossible to attend and address the meeting as was hoped for.

The chairman announced a communication from The Tobacco World Publishing Co. which advised the association the first club of 50 new subscribers in the city of Philadelphia had been received.

J. Harvey McHenry made a motion to appoint a committee of five retailers and others with a view to soliciting co-operation by all to do away with price-cutting so far as possible. The committee appointed consisted of D. A. Schaible, J. Gabriel, B. F. Batten and R. J. Feehan.

The motion was subsequently changed so as to have the secretary send a notice to each member of the association, urging his individual co-operation in a general movement in that direction.

This question, it was conceded, was of the utmost importance to every member of the association, as well as those not

yet members, and it is hoped that much interest will be aroused in this particular matter.

The idea conveyed was that the work was to be undertaken on the basis of personal persuasion of cutters to desist from the practice, and it is certainly not the idea of the association to try to force the issue by drastic measures.

Many expressions of disfavor were heard against the use of trading stamps, and their advent in this city as never before was highly deprecated.

Several new members were admitted, and after the business session several others were enrolled, so that the list appears to be growing slowly but steadily.

During the week there had been much talk of adjourning for the summer, but it was decided to hold another meeting on the fourth Thursday evening in June, at which time it is likely that adjournment will be made until September.

NETTERLEIN OPPOSES EXCESSIVE MERCANTILE TAX.

Whether or not a new law in regard to mercantile license tax repealed an old one is the interesting question that will be decided in the case of the Commonwealth vs. Vetterlein Bros., cigar manufacturers, of Saborosa fame. The cigar firm, it is contended by the counsel for the Commonwealth, is liable for tax upon so much of their goods as were manufactured in its branch factory at Souderton, and shipped to Philadelphia and stored and sold here.

Vetterlein Bros., on the other hand, claim that they have no office for business at Souderton, and that all business is managed from the Philadelphia office. The first trial of the suit some time ago was decided in favor of Vetterlein Bros. Not satisfied with the decision, however, Ira Jewell Williams, representing the Commonwealth, brought a second suit at which the cigar manufacturers and other witnesses were examined in person. The case was tried last week before Judge Carr, in the Court of Common Pleas, who directed the jury to render a verdict for the plaintiff, but subject to the plaintiff's right to move for judgment non obstante veredicto.

The suit is by no means settled, as it will come before the court en banc in a week or two for argument upon the points of law involved and on a motion for judgment. No matter what the decision is, it is said the case will be carried by one side or the other to the Superior Court for final adjudication. An interesting legal battle between the contending attorneys is looked for.

Lawyer Rudolph M. Shick, a veteran at the bar, represents Vetterlein Bros. His principal contention is that the defendants merely had two factories which were practically run as one.

"All the testimony that has been submitted so far," said Lawyer Shick, in commenting upon the suit to a Tobacco World representative, "tends to show that Vetterlein Brothers had two factories, but fails to prove that the one at Souderton was operated as a store or warehouse, and therefore it did not come within the terms of the mercantile law on the subject. The old law of 1846 provides for a mercantile tax on all kinds of business, tobacco included. But this law did not apply to manufacturers. Again, we contend that the old law is not now in force, but was repealed by the general act of 1899. And lastly, we contend that if the old law is yet in force Vetterlein Brothers do not keep a store or warehouse apart from their Philadelphia factory for the sale of their goods."

"If the old law did provide for an additional tax upon manufacturers who had two places of business, it does not apply to our clients. They have had no office at the Souderton factory, and the only book kept there was the one required by the United States Revenue Department. The plain tax demanded on the Souderton goods is but \$53, but we object to the assessment as a matter of principle. We do not owe it."

The case will be of interest to a large number of cigar manufacturers who have factories both in this city and other points.

OTTO EISENLOHR ENTERTAINS. Four well known cigar manufacturers of this city enjoyed an aquatic outing within the past few days, starting out last Saturday morning. The party of excursionists included Otto Eisenlohr, of the firm of O. Eisenlohr & Bros.; G. Vetterlein, Richard T. Gumpert and Isador Langsdorf.

The voyage was made on Mr. Eisen-

lohr's handsome private yacht "Colma," and included a trip down Delaware and Chesapeake bays. The trip was a thoroughly pleasant one; the clear sparkling waters and invigorating breezes proving a big change from the more confining surroundings of the business office and factory.

"Colma" which the yacht was named, has an interesting origin, it being a coined word, made up of the initial letters of the names of the Eisenlohr brothers and sister, viz: C—harles, O—tto, L—ouis, M—, and A—ugustus.

VICENTE PORTUONDO NOW PUSH-ING MATTERS AHEAD.

The new Vicente Portuondo Cigar Manufacturing Company reports prosperity since its organization. It is now about half a million cigars behind in orders. Henry Jacoby, one of the company's salesmen, is on his way to California via the south and middle west. Other salesmen out are S. W. Levine, in the middle west, J. L. Merrill, in New York State, and Alexander Diehl, who is covering the Pennsylvania territory.

T. & O. ON SUMMER TRADE.

The Theobald & Oppenheimer Co. has just finished a complete new line of seed and Havana samples which are ready for their salesmen this week. The company is well pleased with the Sumatra recently bought at Amsterdam. Business is fully up to the standard.

GUMPERT REPRESENTATIVE SOUTH.

Henry Hillbronner, representing Gumpert Brothers of this city, is in Texas, from where he is sending plenty of orders for cigars for June and July delivery. The Gumperts announce a fairly good business from outlying districts, but the city trade is a little behind time in getting active.

ROGER SULLIVAN WILL BE WELCOME.

Roger G. Sullivan, the well known cigar manufacturer at Manchester, N. H., has promised to visit Philadelphia this week.

It is this same Roger G. Sullivan who has made such a big hit on the "7-20-4" cigars in New England, New York and other states, and his goods are certainly not without representation in this

city. They have been handled for some time by the Pennsylvania Cigar Stores Company, and Mr. Catlin, the proprietor, informs me that he has given Mr. Sullivan the privilege of using a large sign on the top of the building overlooking Eighth street for advertising purposes on the "7-20-4" cigar.

PHILA. MADE GOODS FIGURE IN FAMOUS FLAG LAW.

A. S. Valentine & Son, the well known cigar manufacturers of Seventh street above Arch, are in receipt of numerous congratulations upon the successful manner in which the suit over the "Betsy Ross" cigar label was won for them in New York State. The prosecution in the case failed to prove that Valentine's New York agent, J. H. McKee, had violated the Penal Code, in using the American flag on a cigar label. The Appellate Division of the Supreme Court declared that section 640 of the Penal Code, as amended by the laws of 1903, was unconstitutional in so far as it prohibits the use or representation of the United States flag for the purposes of trade advertisement. The court held that the section violates not only the Statutes but also the Federal Constitution, and is an unwarranted interference with personal liberty and an attempt at class legislation.

"There can be nothing," said the Court, "in the use or representation of the Stars and Stripes to belittle or degrade the United States design. On the contrary, its depiction and the colors that usually accompany such decoration must inspire a feeling of patriotism."

The "Betsy Ross" label was in use long before the passage of the amendment to the code, and had always been considered legitimate. The Court held that a trade mark is a well defined property right. Using the flag in an advertisement did not constitute a public defilement, degradation or mutilation that called for police power or was liable to cause a riot.

The decision was the outcome of a test case made by J. H. McKee, cigar department manager for Bennett, Sloan & Co., New York, who technically placed himself under arrest for violating the amended code. He was released on a writ of habeas corpus, and the Appellate Court sustained the writ. This was followed by the case being finally won in the Court of Appeals by Mr. McKee, the benefits of the decision being shared by Valentine & Son. Of this city, the originators of the "Betsy Ross" flag label and the makers of that brand of five cent cigars.

It is interesting to note that the Valentines have another patriotic brand of cigars—the "Paul Jones"—with a box label full of 1776 color and fire. The firm has enough orders for these several brands alone to keep a certain force busy for two months.

DISTINGUISHED VISITORS IN PHILADELPHIA.

A number of Philadelphia jobbers were visited during the past week by several distinguished visitors from New York, including Messrs. Cobb and Weiss, from the American Cigar Co., and

Messrs. Logue and Zeugschmidt, of the American Stogie Company.

Aside from getting a general idea of trade conditions here, their visit is said to have had no special significance.

VESPER FACTORY GETTING BUSY.

Oblinger Bros. & Co. report a brisk trade all along the line. The "Vesper" cigar is in unusual demand, and orders for it can scarcely be filled fast enough.

MORRIS GOLDBERG COMPANY.

A letter has been received by an intimate friend of Morris Goldberg of New York, stating that he (Goldberg) would visit Philadelphia this week. Mr. Goldberg, as principal of the Goldberg Cigar Co., now operates a chain of five stores in New York, and it is said that he now contemplates opening a store in every large city in the country.

LOCAL CAPITALISTS IN NEW ENTERPRISE.

The Franklin Trust Co. is a new financial institution that has been organized in the northern part of the city, and among its subscribers to stock and charter members are several well known cigar box manufacturers and others known in the trade, including Henry H. Sheip, president of the Henry H. Sheip Manufacturing Co., and Harrison Landis of the same company; Jerome H. Sheip and Asa W. Vandegrift, of Sheip & Vandegrift; A. Kretschmar, of A. Kretschmar & Co.; Edw. J. Crippen, of E. J. Crippen & Co., grocers and cigar handlers; Schock & Schaeffer Co., and W. W. Koller, and others.

LA PILA LABELS TO BE SOLD.

The trustee of the bankrupt estate of the La Pila Havana Cigar Co., will sell all the various brands of that company at public auction, at the Philadelphia Bourse, on Tuesday, June 14, at 12 o'clock.

THE BLUE LABEL LEAGUE.

At a recent convention of the Blue Label League of the Cigarmakers' Union of Pennsylvania the secretary's report showed that 77,000,000 cigars bearing the union label were manufactured in the country in 1903. It was also urged that the crusade against those who use counterfeit labels shall be continued with renewed vigor.

NEW BRAND OF LITTLE CIGARS.

M. Stein, proprietor of the Star Cigarette Co., 1552 Third avenue, New York, is now trying to introduce to the Philadelphia trade a new package of cigars under the brand of "Swell Front." A really very attractive package of ten, which retails at 15 cents.

CIGARETTE SELLING TO BOYS.

In an effort to stop the sale of cigarettes to minors in the Italian district, the College settlement, Fifth and Christian streets, last week, caused the arrest of Girardi Gianetesso on complaint of selling to a six year old boy and one of 18. Commitment was made by Magistrate Jermon. The prisoner conducted a grocery store at 614 Washington avenue.

Miss Mary McCurdy, probation officer of the settlement, worked up the case.

Angeline Gianetesso, the defendant's daughter, said yesterday that "it was all a case of spite;" that three weeks ago the boys had been taken to the police station for taking apples and money from her father's store.

FORMER EMPLOYEE ACCUSED.

One year ago Nelson L. Schaeffer, of Juniper and Rae streets, a selling agent for John S. Geller & Co., tobacco dealer, of 530 Market street, left the employment of the concern. Recently he was arrested on a warrant sworn out before Magistrate Meclary by A. W. Geller, a member of the firm, charging him with embezzling \$1,500 between August, 1902 and May, 1903. The amount represented goods received by Schaeffer for delivery to customers, the money paid to him having been appropriated to his own use, it was alleged. Schaeffer was held under \$2,000 bail for court.

With Retailers and Manufacturers.

J. Bierman has purchased the cigar store at the southeast corner of Eleventh street and Columbia avenue, from D. Pareira, of the leaf firm of D. Pareira & Co. The store has a large patronage from the Twentieth Ward Republican Club, whose headquarters are next door.

Lowengrund's store at Third and Market streets has an attractive window display, advertising a special sale of the "Norma Martinez" Havana cigar.

Bayuk Brothers still report an unprecedented run on the "Havana Ribbon" cigar, that keeps their stock room empty.

A keystone arch, composed entirely of cigar boxes, is the novel window display of S. Greenwald, on Market street above Front. The arch advertises the "Silver Star" and the "Almeda" cigars.

John Haney, who has a cigar factory at Pottstown, Pa., was in town looking over the leaf market.

Among those in town last week were Sig. Baum of the Turco American Cigarette Company, and George Becker, representing the Eden factory, Havana.

M. Katz, who has claimed the distinction of conducting the smallest cigar store in Philadelphia, and which is located at No. 234 Chestnut street, in a building just four feet wide, is now vacating because the building is to be torn down to make room for a new building.

Police investigations have for some time been conducted regarding a fire loss to the cigar store of Harry Campbell on East Girard avenue and it has been found that the fire was undoubtedly of incendiary origin. The loss was only about \$300.

John P. Brown at 15th and Huntingdon streets, had a specially decorated window and a unique display of cigars that attracted a great deal of attention during Memorial Day.

H. D. Narrigan, of Narrigan & Co., the wholesale tobacconists on Sixth street above Arch, and F. B. Robertson, factory representative for "Match It" cheroots, are said to spend their holidays and off days at a farm near Collegeville, and as usual visited the place last Sunday.

On this farm there is a fine old apple tree, which is a great pride of the caretaker of the farm, and it is also hinted that some important conferences have taken place under that famous tree. The party was rather disappointed last Sunday at the failure of Mr. Charles Miller to visit them.

AMONG LEAF DEALERS.

A. M. Lake, representing George Burghard, the No. 10 Third street leaf dealer, returned from an extensive trip through Pennsylvania. He announced an improvement in business.

Ad H. Loeb, of the firm of K. Straus & Co., who arrived in town Saturday, was not among the purchasers at the last Amsterdam inscription, which he attended. He reports that the prices were too high to constitute a good investment, as he saw it.

The Amsterdam Sumatra Company, a new Third street concern, will start its first sale on out on the road the first of June. The young men of this firm consider that they are doing as well as could be expected.

John Konold, a salesman for L. P. Kimmig & Co., has been relieved of the tedium of doing jury duty, and is glad he has finished. He goes on the road this week with a new line of goods.

The Loeb Swartz Tobacco Company report large sales of Sumatra during the week. Other sales are pending. The Loeb Creagh Havana Company sold 600 bales of Havana during the same period. Juan B. Creagh, who had been visiting Philadelphia for the past few weeks, arrived back in Havana last Friday.

B. Labe & Sons were among the heavy purchasers at the last Amsterdam inscription. They bought 250 bales of Sumatra.

Thos. J. Stavely and Geo. Seeber, of the late leaf firm of J. B. Heil Co. are now both engaged in other occupations. Mr. Stavely has accepted a position as salesman for the John Steigerwalt Co., cigar manufacturers, and Mr. Seeber is again following the confectionery trade.

P. Vincent, with D. Pareira & Co., leaf dealers, puts in his time between the desk and modern farming. Mr. Vincent is raising squabs that are the envy and admiration of neighboring farmers at Westville, N. J.

It is certainly encouraging to note a few exceptions to the rather general complaint among leaf men, of a quiet trade. At Dotts & Keely's salesrooms the writer was informed that their business this year was really very satisfactory and showed a substantial gain by reason of which they have reason to hope for a good year's business. Mr. Dotts of this firm, will make another trip through Pennsylvania this week, where he has a large list of patrons.

CARL JONES MARRIES DAYTON BELLE.

Carl D. Jones, of the C. D. Jones Tobacco Company, dealers in leaf tobacco, at 312 North Third street, was married a few days ago to Miss Susanna Coons, of Dayton, O., which was formerly Mr. Jones' home, he having come

here to enter business less than two years ago. There is somewhat of a romance connected with the affair. Mr. Jones is said to have met his ideal about a year ago in California, to which place he had gone as a member of a tourists' party of which Miss Coons was also a member, and there they met for the first time. Miss Coons has been a school teacher.

During the past year Mr. Jones has made a number of trips to Dayton, ostensibly to buy leaf tobacco, but it is now known that he also had in view a higher prize than the mere replenishment of a stock of merchandise.

They will doubtless reside in this city.

Camden, N. J., Jottings.

Manager Fox of the Camden branch factory of the American Cigar Co. has been advertising for cigarmakers and has put a large number to work. He says the factory is rushed, the demand never having been better. Wages have been raised to the old standard.

F. Hartman & Son's well known brand the Samuel Sparks has been changed in name to Frank Hartman's Spark. Mr. Hartman's photograph will hereafter adorn the box label.

Two swindlers claiming to be employees of J. N. Carvalho & Co., cigar dealers, North Third street, Philadelphia, passed a \$15 check on Jacob Hauff, a restaurant keeper, of Camden, last week. Carvalho & Co. branded the check as bogus.

W. F. Saunders, who recently reopened his cigar store in the Morgan Hall building, is enjoying an increased trade as a consequence.

The cigar trade, as a whole, has improved among Camden retailers and jobbers, the past month and as a consequence the factories are comfortably busy.

John S. Roberts, formerly a leading tobacco jobber, and who sold his business to his son, is favorably named for the next Mayor of Camden. He has been endorsed by a number of political clubs.

A SUCCESSFUL CAMDEN MANUFACTURER.



In the above photo The Tobacco World presents a likeness of Joseph C. Kolb, one of the leading cigar manufacturers and jobbers of Camden, N. J. Mr. Kolb succeeded to the business of John H. Irvin, who successfully introduced the well-known "Havana Blossoms" cigar to the trade. Since taking hold of the factory Mr. Kolb has increased the output of "Havana Blossoms" to between 9,000 and 10,000 cigars per week. His retail store, office and factory occupies the building at the southeast corner of Second and Market streets, Camden. At present eight hands are employed in the

factory. In addition to "Havana Blossoms" Mr. Kolb manufactures another brand, "Kolb's Pleasure Smoke," which is meeting with good success as a seller. He also does a good jobbing business in Ninth District brands. Mr. Kolb's retail store is large and handsomely furnished, the cases, etc., being in cherry and rosewood. His retail trade is one of the largest in Camden.

ANOTHER PRIZE CONTEST.

\$145,000 in Cash Prizes—Increase of \$2,500 Over Previous Offers—The Details of the Latest Contest.

Contrary to general belief, the Florodora Tag Company has launched another big estimating contest. Bigger by \$2,500 than the two preceding contests conducted by the same company. A total amount of \$145,000 in cash is this time offered, divided into 10,855 awards, which is to be given to those who estimate nearest the popular vote that will be cast for the Presidential electors for the winning Presidential candidate in this year's election. Each estimate must be accompanied by either five tags, or five whole, or ten half coupons, or ten cigar bands of the kind that are being redeemed by the Florodora Tag Company, or five of other tags listed on back, or ten bands from either Crema, Export or Buck cigars and no estimates will participate under their offer which are received later than Saturday, November 5, 1904.

The 10,855 awards are made up as follows: (1) \$25,000; (1) \$10,000; (1) \$5,000; (2) \$2,500; (10) \$1,000; (20) \$500; (20) \$250; (100) \$100; (200) \$50; (500) \$25; (1,000) \$10; (4,000) \$5; (5,000) \$2.50.

Total, 10,855 awards aggregating \$145,000.

The promoters of this contest require all estimates, tags coupons and cigar bands, as well as any and all communications under their offer, to be addressed to the

Florodora Tag Company, Jersey City, N. J.

All estimates, tags, coupons and cigar bands sent by mail, express, or otherwise, must be fully prepaid in order to be entered for participation.

Attention is also called to the fact that no receipts will be returned for tags, coupons or cigar bands sent in under this offer. This shows that tags, coupons or bands used in this contest will not be also available in securing premiums, as was done in the preceding contests.

Estimating blanks will be furnished by the company if they are desired and sufficient postage to carry them is forwarded. Postage on 50 estimate blanks is 2 cents, and on 100 it is 4 cents.

Remember that all communications should be addressed

Florodora Tag Company, Jersey City, N. J.

PERSIAN VIEW OF TOBACCO.
A Persian legend says that tobacco was given by an anchorite to console a youth for the death of his wife. "Go to her tomb and find a weed. Pluck it, place it in a reed, and inhale the smoke as you put fire to it. This will be to you wife and mother, father and brother, and, above all, will be a wise counsellor, and teach thy soul wisdom, and thy spirit joy."—Australian Tobacco Journal.

Successor to J. Neff
WILLIAM J. NOLL
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Manufacturer of
C. S. COOPER
Fine and Domestic Cigars
WEST EARL, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars—5c., 3 Sizes
L. R. BROWN
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

GEO. F. NASH
P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED

John McLaughlin.

J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug and Smoking Tobaccos

Also, All Grades of

Fine Cigars and Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

Established 1891.

Factory No. 3765.



JOHN ZUDRELL

Manufacturer of

High Grade **Cigars** 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

J. B. Milleysack

Manufacturer of

Fine Havana CIGARS

Hand-Made 615, 617 and 619 Lake St.

Lancaster, Pa.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**

Samples and Prices Sent to Responsible People.

About the Trade in New York.

At the meeting of the stockholders of the Universal Tobacco Company on June 25, it is likely that the company will be voted out of existence, as recommended by the directors. The good will and assets will go to the Commonwealth Tobacco Company, the Universal's natural successor.

The Court of Appeals decided in favor of the injunction secured by the Waldorf Astoria Segar Co. against the Acker, Merrill & Condit Co. and W. J. Salomon, preventing them from selling cigars and tobacco at the northwest corner of Fifth Avenue and Forty-second street. The case was begun in March last and after a great legal battle was decided by Justice Gildersleeve in favor of the plaintiff. An appeal was taken and carried through with remarkable celerity, resulting in an affirmation of the injunction by the Appellate Division of the Supreme Court. The main issue will be heard next and will probably be reached about June 8.

At the meeting of the Retail Cigar and Tobacco Dealers' Association, first announcement was made of their proprietary brand of tobacco—the Association Cut Plug. An all tobacco cigarette was announced, which will be called "Association Seal."

A fine of \$250 was imposed upon Charles Salomon, formerly on Maiden lane, who pleaded guilty in the United States Court to changing Pennsylvania into Key West cigar boxes.

The United Cigar Stores Company meet this Saturday in Jersey City. The present staff of officers will probably be maintained. Mr. Wilson has left the Flatiron building branch to take care of window displays and store advertising for the company.

Aaron Bach sailed on Tuesday, with his family, on his first trip to Europe.

After an inspection tour of his Florida packings, Frank M. Arguimbau, of Schroeder & Arguimbau, has returned to this city.

Simon Batt, of Simon Batt & Co., is back from a three weeks' visit in Cuba, where he bought 400 bales of Havana.

M. E. Flaherty returns home this week from a tour of the leading cities of the middle west.

Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., goes to Havana this week by way of Tampa.

Leslie Pantin, of Havana, is in town with his family and will spend some weeks in the North.

Trade-Mark Register.

EL AUTRO. 14,472.
For cigars. Registered May 26, 1904, at 3 p. m., by J. B. Milleysack, Lancaster, Pa.
SMOKE AXE BROS. 5c. CIGARS. 14,474.

For cigars. Registered May 26, 1904, at 4 p. m., by Axe Bros., York, Pa.
PERFECT BLISS. 14,475.

For cigars. Registered May 26, 1904, at 4 p. m., by Edward Mosebach, York, Pa.
SUE-SQUAW-HANNA. 14,476.

For cigars. Registered May 26, 1904, at 4 p. m., by the V. A. Collins Cigar Co., Marietta, Pa.
DON VILLAMAUGA. 14,477.

For cigars. Registered May 26, 1904, at 5 p. m., by S. Cole & Son, Philadelphia, Pa.
EL SATURNINO. 14,478.

For cigars. Registered May 26, 1904, at 5 p. m., by S. Cole & Son, Philadelphia, Pa.
LOUPUREX. 14,479.

For cigars, cigarettes, cheroots and stogies. Registered May 28, 1904, at 9 a. m., by A. J. Locke, Pittsburg, Pa.
HAVANA AGENT. 14,480.

For cigars. Registered May 28, 1904, at 9 a. m., by George A. Kegel, Lancaster, Pa.
P. S. C. 14,481.

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 28, 1904, at 11 a. m., by the Pennsylvania Cigar Stores Co., Philadelphia, Pa.
GREEN FROG. 14,482.

For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 31, 1904, at 9 a. m., by the Keystone Cheroot Co., Hanover, Pa.
LITTLE HAVANA TRIPLETS. 14,483.

For cigars, cheroots and stogies. Registered May 31, 1904, at 9 a. m., by R. H. Heller, Canton, O.
COLONIAL PRIDE. 14,484.

For cigars. Registered May 31, 1904, at 9 a. m., by Harvey F. Smith, Reading, Pa.
THE BELHAVEN CIGAR FACTORY. For a firm name. Registered May 31, 1904, at 9 a. m., by H. Rosenblum, Philadelphia, Pa.

REJECTIONS.
Susquehanna, International, Ivy Leaf, El Colonial, Clie.

CANCELLATION.
KENESAW, registered for cigars, May 20, 1904, by J. H. Stiles, York, Pa., has been cancelled.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

BROKERS WANTED IN LEADING jobbing centers, to represent factory making large line of Nickel and Medium Grade Goods. Address PHOENIX, Box 139, care of The Tobacco World. 5-11-4t

FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application for particulars. Address MANUFACTURER, Box 138, care of The Tobacco World, Philadelphia. 5-11-4t

FOR RENT.—Part of three-story warehouse; good facilities for cigar factory or other purposes; second and third floors, 36 by 80 feet each; elevator and heating apparatus; located on siding of P. & R. Ry. at Akron Station. Address ELIAS WOLF, Akron, Pa. 5-11-4t

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

**H. H. MILLER,
LEAF TOBACCOS**
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf
and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

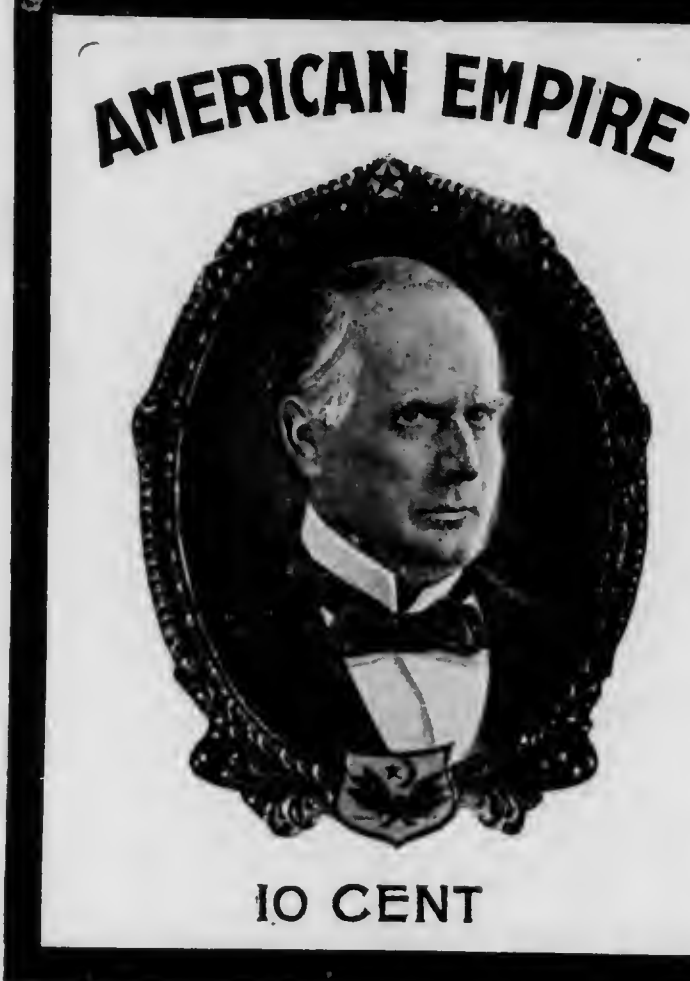
Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.



Quiet in Lancaster.

Tobacco Farmers Busy—Smaller Acreage Expected—Some Progressive Manufacturers.

Lancaster, Pa., May 31, 1904. Another very quiet week has been experienced by the leaf dealers of this city. The farmers appear to be about the only busy people in the tobacco line. They are trying to get out their crops, and it was not until within the last week that the weather was really favorable, and consequently the young plants are rather backward.

It is now reasonably certain that the average will not be as large as last year. John A. Kauffman and Mr. McGinnis, of the same firm, were visitors in Philadelphia last week.

Now John McLoughlin & Co.

John McLoughlin, the wholesale dealer and jobber in tobacco and cigars, who recently removed to 207 North Queen street, has admitted John K. Kauffman as partner in the business. Mr. Kauffman, of Jones, as he is familiarly known to the trade, has long been with Mr. McLoughlin, and is well and favorably known to everyone, and all are pleased at this recognition of his work. Mr. McLoughlin is one of the most widely known men in the trade, and has for years conducted two distinct establishments, and two different lines of business. For 23 years he has had charge of the leaf tobacco warehouse here for L. Bamberger & Co., of Philadelphia. It might be said he was raised amid tobacco, having been born on a farm in Lancaster County, where yearly a large crop of tobacco was grown. In addition to his duties at the warehouse, he has also for many years conducted the cigar and tobacco jobbing business, and in trade circles he is known to be an active and aggressive business man.

There is evidence that he has always been loyal to the principles of truthfulness and fair dealing with all. His record is a most exemplary one, and consequently he is among the most popular men in the county.

Although still a comparatively young man, he shouldered the market during the civil war, and discharged his duties as faithfully as any man in the service, and he has the proud distinction of having been present at the surrender of General Lee.

Personally, he is a man of most pleasing and genial disposition, which has done much to promote his popularity among all who have had the good fortune to know him.

John B. Millesack.

The writer has recently devoted some time to a review of the Lancaster City and Lancaster County industries. Among the more important manufacturing concerns here is that of J. B. Millesack, at 821 Lake street, who is making a large line of nickel and a variety of other goods. During an interview with him a few days ago it was again shown that to follow successfully the cigar manufacturing industry a person must today be possessed of a thorough knowledge of tobacco, the art of skillfully blending, etc. It is to such particular knowledge that Mr. Millesack attributes his success, but with that

must be coupled methods of business that are honorable and just to one's patrons. With this natural talent Mr. M. was prepared with the essential elements of success, otherwise, in his undertaking of large contracts, which is his specialty, the result would in all probability have been less gratifying. Of course it is not only desirable to secure large contracts, but they must be with responsible houses, and such are by far the most exacting in regard to quality, style, etc. The fact, therefore, that Mr. Millesack numbers many such houses among his customers is ample evidence of his ability as a manufacturer. In trade circles he stands high, and has been prominently identified with it for 22 years.

Zudrell's Union Factory.

John Zudrell, of Ephrata, is the proprietor of one of the largest union cigar factories in that well known cigar town, and one that is of rising importance to the trade in Lancaster County. The products from this factory are not only in great demand, but the demand is increasing at a rapid rate. So rapidly, in fact, that it has become necessary for Mr. Zudrell to erect a new factory building, which he is now doing. Mr. Z. is a man of much experience in the business, and his personal qualities have aided him very materially as a salesman when on the road in the interest of his own factory.

In view of the many violations of union rules, which sometimes cause distributors much unnecessary annoyance, Mr. Zudrell has made it a point to become personally acquainted with as many of his customers as possible, and in that way gained their fullest confidence by proving to their entire satisfaction that his methods are of the most reliable character and integrity. Mr. Zudrell's son, Elroy, is now being educated in the business, and he will soon be able to relieve his father of many details of the growing establishment.

Brisk Times in Reading.

Fortune Favors the Cigar Manufacturers of Reading and Neighboring Towns.

Reading, Pa., May 31, 1904. According to the newspaper reports, Reading is faring better this year in its cigar manufacturing industries than some other sections of the State, as well as some others of the different cigar producing sections of the country. It is true that some of our factories have had a few dull weeks since New Year's, yet for the most part they have worked pretty steadily. Trade with retailers is also not so bad, and, in fact, some have been even encouraged to make some improvements to their respective stores. Among such are A. R. Orth, at 37 North Fifth street, who has made a number of interior changes, including the fitting up of a smoking room in the rear of the retail department, and refreshing the appearance of the store by a new coat of paint.

A. S. Weber has also done some lively "stunts" in general improvements to his Penn Square store, at 452 Penn street, which included repainting, papering and some beautiful decorative work.

M. Strappacher's Union factory is evidently enjoying a steady trade in all of

their principal brands, and a new brand has also been lately launched, and is meeting with favor wherever introduced. John G. Spatz & Co., are also making some large shipments. C. M. Yetter, whose factory is located at Mohrsville, just a few miles out of Reading, has lately had some very large orders. His goods are finding a ready sale in St. Louis, and are on sale right on the exhibition grounds.

D. Rohb, of this town, has been working his trade up in a very nice way, and is much encouraged with his successful efforts. He has considerable practical experience as a cigar manufacturer, and is of a progressive spirit.

W. D. Filbert is among the younger manufacturers of cigars here, and he has also succeeded in placing on the market a line of goods that has met with a fair sale, and it is giving him a good start in his undertaking.

J. J. Eshleman, of the same town, says he could use more cigarmakers in his factory, as orders are coming in very nicely, and some night work has been done to get the goods out.

Womelsdorf.

H. F. Fidler, head of the cigar manufacturing firm of H. F. Fidler & Co., has been elected a director in the Pennsylvania Trust Company, of Reading.

William Schaffner & Co. inform us that they are running full with good orders ahead, from both Southern and Western trade, on their "Le Panto," "Straight Forward," "Daughter of Cuba" and "La Esperanza" brands.

W. Eidman & Moyer, cigar box manufacturers, are by no means confining their business to strictly local surroundings, but are making regular and large shipments of boxes to many more or less distant points. Since the completion of their new plant they are extending their business very rapidly.

Newmanstown.

J. H. Witter continues to be one of the busiest men in his section, and with several factories under his charge he is necessarily kept constantly at it. With him trade has shown a healthy increase this year.

Bach & Rader have also made very rapid progress as cigar manufacturers, and have a good trade well spread out all over the country, and confined almost exclusively to the wholesale and jobbing interests.

F. A. Noll is also gradually building up a good business on his several brands; and being a young man of enterprising spirit, he has every chance for excellent success.

Robesonville.

W. J. Noll recently bought the cigar factory of J. Noll, and is devoting himself to the manufacture of a good grade of goods. He is of a thoroughly enterprising spirit and equipped with a wide experience in handling tobaccos, and is already operating with a fair force of workmen.

Pottstown.

The old-established firm of Shively, Miller & Co., of Pottstown, have so far had an increased volume of business this year, and are hopeful of showing very material gains at the close of their fiscal year, which ends on June 30.

"Happy Bill" Sassaman, who is the traveler of the firm, seems to have been whooping things up in the West, which is his special field and where his acquaintance is very extensive. Their factory is a model structure.

Resting After the Holiday.

York Manufacturers Working, But the Dealers Say They Buy Little Tobacco.

York, Pa., May 31, 1904. Our city is over its gala week business and has gotten down to everyday routine. There is usually somewhat of a lull after an affair such as we experienced last week, but it is not yet so pronounced because yesterday being also a holiday the retailers did a fair trade, but they expect things to be rather quiet during the remainder of the week. Several of our more progressive retailers took advantage of the opportunity which last week afforded them for attractive window displays, and they acknowledge that they profited by it. Special efforts were made in this direction by Young & Buser and Chamney Kohler, on East Market street; George A. Hain, at 7 West Market street; D. B. Buyer, 29 West Market street; Charles Seidler, at 261 West Market street; Charles Stahlman, on South George street, and others.

Although business was somewhat interrupted last week among manufacturers, there were several traveling men who made it a point to be here, and at least take in the sights.

Manufacturers are working with fairly regular forces, but leaf men are complaining of continued dullness, and say manufacturers, while apparently working right along, do not seem to ever run low on stock, and yet they were not believed to have such a tremendous stock of leaf on hand at the first of the year, since which time it has been unrelentingly quiet.

While some factories are perhaps stocking up some goods, a good many others are making regular shipments, and not in small lots either.

The Hanover Cigar Co., of Hanover, Pa., is being incorporated by H. W. Gitt, C. J. Delone, George D. Gitt, of Hanover, and S. L. Johns and Albert J. Brady, of McSherrystown.

M. B. Mundorf is opening a cigar factory at Brogueville.

H. W. Klump, at Hanover; William Flory, at Red Lion, and W. H. Lutz, at Yorkana.

The new cigar factory building of J. W. Shindler is progressing very well, and will soon be under roof. It is 30x60 feet, two stories high and is built of brick.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :: Tobacco

485 & 487 W. Grant St.

Lancaster, Pa.



Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue
E. E. THATCHER, Mgr.

San Francisco, 320 Sanson Street,
L. S. SCHOENFELD, Mgr.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending May 28, 1904.

Bremen—D. S. Hesse & Bro., 1 case smokers' articles; Metropolitan Tobacco Co., 1 case meerschaum goods; E. Rosenwald & Bro., 10 bales leaf tobacco; Order, 1 case cigarettes.

Liverpool American Tobacco Co., 53 cases cigarette paper, 5 cases tobacco.

San Juan—Cuban & Pan American Express Co., 2,000 cigars and cigarettes; Levi, Blumenthal & Co., 47 bales leaf tobacco; Order, 20 do.; Mateo Rucabado, 25 do.

SUMATRA TOBACCO

Str. Noordam, arrived May 24.
(2,154 bales; 26 hds.; 10 cases.)

A. Cohn & Co.	409 bales
H. Duns & Co.	355 "
G. Falk & Bro.	328 "
Rothschild & Bro.	280 "
E. Rosenwald & Bro.	214 "
F. & E. Cranz	139 "
Jos. Hirsch & Son	93 "
Fourth St. Nat. Bank	91 "
The Hilson Co.	48 "
S. Dresdner	38 "
Hinsdale Smith & Co.	26 "
Company's General Agent	26 "
S. Rossin & Sons	22 "
United Cigar Manufacturers	21 "
L. Friedman & Co.	20 "
E. Spingarn & Co.	12 "
L. Loeb & Co.	10 "
Pretzfeld & Co.	9 "
Baltimore & Ohio R. R. Co.	8 "
Sutter Bros.	5 "
Order	3 "
Company's General Agent	26 hds.
M. F. Schneider	10 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived May 24:
(1,311 bales; 155 bbls.; 8 bags; 271 cases)

S. Ruppini	691 bales
J. Bernheim & Son	223 "
J. E. Ward & Co.	151 "
American Cigar Co.	72 "
S. Rossin & Sons	65 "
Lichtenstein Bros.	50 "
L. Friedman	43 "
B. Rosenbluth	34 "
Manuel Hoffman & Co.	33 "
Esberg, Gunst & Co.	31 "
I. Bijur & Son	30 "
Carl Vogt & Sons	20 "
L. Goldschmidt & Co.	20 "
Hinsdale Smith & Co.	17 "
Rothschild & Bro.	10 "
Order	10 "
Garcia, Vega & Carcaba	8 "
Calisto Lopez & Co.	3 "
J. E. Ward & Co.	34 bbls.
A. Murphy & Co.	34 "
E. Regensburg & Sons	30 "
R. M. Blake & Co.	16 "
Rothschild & Bros.	16 "
Hinsdale Smith & Co.	10 "
Merchants' Despatch Co.	10 "
A. Blumlein & Co.	5 "
Merchants' Despatch Co.	8 bags
J. E. Ward & Co.	271 cases

Str. Esperanza, arrived May 28:
(327 bales.)

A. Murphy & Co.	72 bales
Robert E. Lane	70 "

Jas. E. Ward & Co.	58 bales
E. Rosenwald & Bro.	48 "
J. Bernheim & Son	25 "
E. A. Klein & Co.	25 "
Jos. S. Gans & Co.	20 "
Manuel Cruz	5 "
National Cuba Co.	4 "

HAVANA CIGARS.

Str. Morro Castle, arrived May 24:
(172 cases.)

Havana Tobacco Co.	110 cases
G. S. Nicholas	19 "
Park & Tilford	16 "
Canadian Pacific R. R. Co.	7 "
Waldorf Astoria Segar Co.	7 "
A. Hollander & Co.	3 "
Robert E. Lane	3 "
E. A. Kline & Co.	3 "
Order	2 "
P. H. Petry & Co.	1 case
G. W. Sheldon & Co.	1 "

Str. Esperanza, arrived May 28:
(13 cases.)

Jas. E. Ward & Co.	9 "
National Cuba Co.	4 "

PORTO RICAN TOBACCO.

Str. Coamo, arrived May 28:
(72 bales.)

C. Mendez	40 bales
Durlach Bros.	32 "

PORTO RICAN CIGARS.

Str. Caracas, arrived May 23:
(160 cases.)

American Cigar Co.	45 ca s
Mateo Rucabado	32 "
West Indies Cigar Co.	14 "
A. S. Lascelles & Co.	12 "
West Indies Trading Co.	10 "
Durlach Bros.	8 "
F. Bonilla & Co.	6 "
Victor Malga & Co.	5 "
C. D. Stone & Co.	5 "
Porto Rico Co.	4 "
Hermano Vista Cigar Co.	4 "
R. A. M. Sola & Co.	3 "
A. M. Seixas	3 "
Cadiz Cigar Co.	2 "
Cagney-Caguan Cigar Co.	1 case
Henry C. Howard	1 "
B. Raap Trading Co.	1 "
Rojas, Perez & Co.	1 "
Antilles Trading Co.	1 "
Franklin, McVeigh & Co.	1 "
F. L. Palmiere	1 "

Str. Coamo, arrived May 28:
(138 cases.)

American Cigar Co.	50 cases
Mateo Rucabado	23 "
A. S. Lascelles & Co.	20 "
West Indies I. C. Co.	9 "
G. W. Sheldon & Co.	7 "
R. Fabien & Co.	6 "
Hermano, Vista Cigar Co.	5 "
American W. I. T. Co.	5 "
Rojas Perez & Co.	4 "
F. Bonilla & Co.	3 "
R. Aquelles Manques	3 "
Antilles Trading Co.	3 "
A. M. Seixas	2 "
Cadiz Cigar Co.	2 "
Victor Malga & Co.	2 "
Cagney-Caguan Tobacco Co.	1 case
C. Mendez	1 "
American Express Co.	1 "
Durlach Bros.	1 "



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in

Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

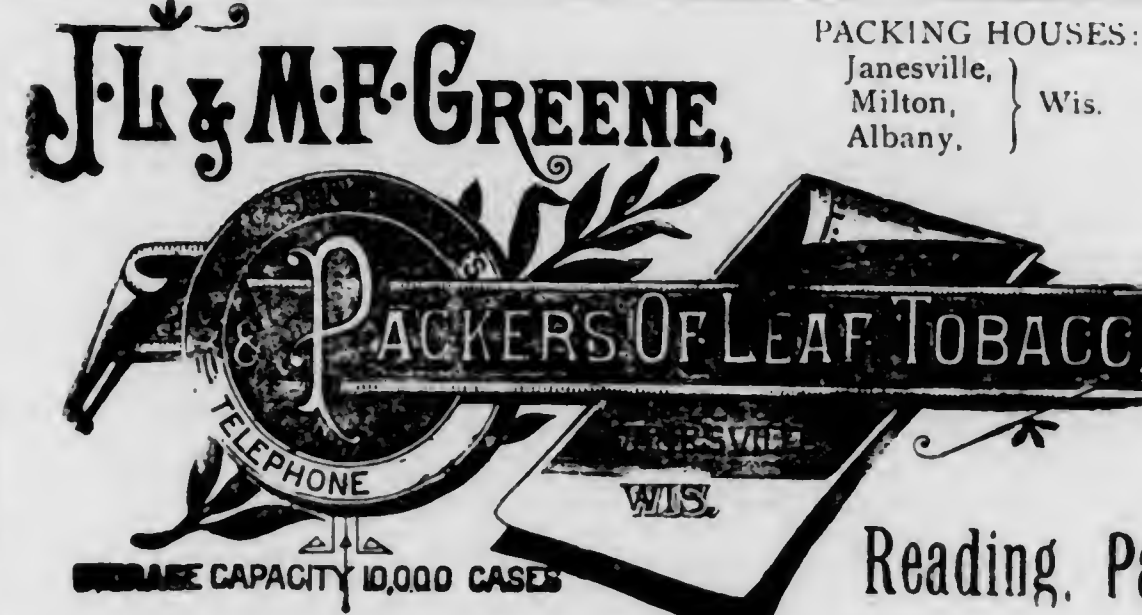
F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila

PACKING HOUSES:

Janesville, Wis.
Milton, Albany.



J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



MANUFACTURED BY A.B. CLIME TERREHILL, PA. STRICTLY UNION FACTORY FABRICONA ROLF'S CHOICE POINTED ARROW SHARP KNIFE VAMPIRE

Choice of the Market

10¢

5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.



MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
*SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H.S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty Metal Printed Labels

Trade Notes

The F. X. Linden Cigar Co. has been established at Wausau, Wis.

M. Zaayenga, formerly of Pekin, has opened a cigar factory at Emden, Ill.

William Heuer, aged 80 years, a cigar manufacturer of Muscatine, Ia., is dead.

J. F. Molloy has opened a new cigar store at 51 West Main street, Meriden, Conn.

Grant Halliday has become half owner of the John Hamil cigar factory, at Groton, N. Y.

A large warehouse will be built at Springfield, Ky., which will be leased to the Continental Tobacco Co.

The cigar and tobacco firm of Hunter & La Vaque, at Duluth, Minn., was dissolved, Mr. La Vaque retiring.

Norris F. Pope, formerly of Santa Cruz, has brought out the Sunnyside Cigar Store on California street, San Francisco.

Klafter & Lauber, tobacco and cigar dealers, of Youngstown, O., have taken possession of their new store on West Federal street.

Report has it that the Rucker Witten Tobacco Company, of Martinsville, Va., has purchased the cigar factory of W. J. Hancock, of Richmond.

C. A. Kettering, formerly of Hannibal, Mo., lost his cigar factory in a general fire at Texarkana, Ark. His loss of \$1,000 was covered by insurance.

Jeffreys, Wallace & Co. have purchased the cheroot manufacturing plant of Potts & Saunders, at Chase City, Va. They will soon place several new brands upon the market.

The Continental Tobacco Co. filed suits for \$25,000 damages against tobacco growers of Gallatin county, Ky., for selling their crops to other parties in alleged violation of contract.

The retail tobacconists of New South Wales, Australia, held a meeting and organized a trade association at Sydney. A Tobacconists' Association has already been formed in Victoria.

F. G. Borden has opened a tobacco stemming factory at Whitewater, Wis., and will give employment to fifty hands who were thrown out of work by the burning of the Culton factory.

A dispatch to the Rochester, N. Y., Advertiser, from Lyons, same State, says that cabbage and onions are being raised on farms "in place of tobacco." New Yorkers do smoke queer cigars sometimes.

Fritz Bros., of Cincinnati, have been incorporated under the name of Fritz Bros. Company, with a capital of \$250,000. The incorporators are Otto H. Fritz, Richard Fritz, Max Winkler and Oscar Rothert.

The Krohn Tobacco Co. has been incorporated at Windsor, Conn., with a capital of \$100,000. It absorbs the real estate of the International Tobacco Culture Company, which was sold at auction a short time ago.

Turner & Co., tobacco dealers, of Louisville, Ky., brought suit against Nat. S. Arnold, of Eminence, in that State, for the sum of \$540, the alleged value of a tobacco crop that Arnold failed to deliver according to contract.

A leaf tobacco dealer was advised by the Internal Revenue Commissioner that to sell to cigar manufacturers cut wrappers ready for use would constitute him a manufacturer of tobacco, and that he would have to qualify as such.

The Mentor Company has been incorporated at Boston, to deal in cigarettes and other tobacco products. Capital, \$100,000. The incorporators are Telemaque T. Timayenis, Boston, president; Henry J. Simpson, Brookline, treasurer and clerk.

The leaf tobacco firm of T. E. Roberts & Co. and the Eagle Warehouse Co., of Kingston, N. C., have dissolved. Both firms were partnerships between T. E. Roberts and G. P. Fleming. Mr. Roberts will dispose of the assets and settle all accounts.

W. C. Bradsher, of the Bull Durham Company, has on exhibition at Durham, N. C., what is conceded to be the tallest tobacco stalk on record. It is 18 feet tall, 1 1/2 inches in its largest diameter, and has 163 leaves. It was grown in South Carolina.

The three principal cigarette factories of Mexico, the Buen Tono, La Cigarrera Mexicana, and La Tabacalera Mexicana, are to be purchased by Americans, who intend to put in new equipments and increase the output. The stock capital runs into millions.

The London Retail Tobacconists' Association has decided to more thoroughly organize; to protect their interests by having a license sufficiently high to suppress the many sweet and mineral water shops where tobacco and cigarettes are sold, and, so far as possible, to secure a uniformity of prices.



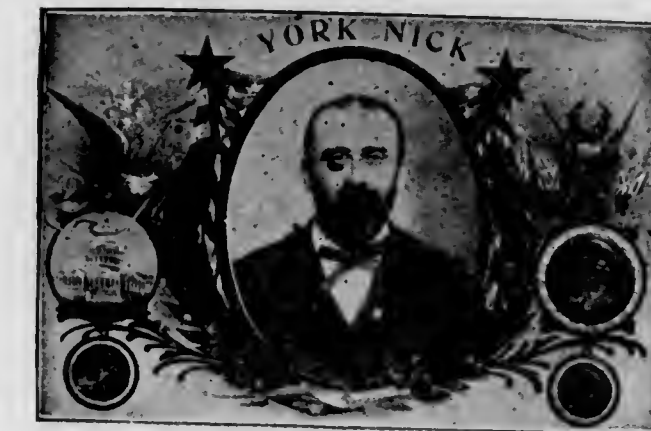
G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.

Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,



J. F. SECHRIST,
Proprietor
Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars

LEADERS: York Nick,
Uncle Joss,
Oak Mountain,
Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader
Known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR



Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana
Cigars

Joe F. Willard is Our Popular
Leader.

T. L. ADAIR, Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

W. H. RAAB & SONS,



M. H. Clark & Bro

Leaf Tobacco Brokers,

Clarksville, Tenn.

Cable Address
"CLARK."

HOPKINSVILLE, KY.
PADUCAH, KY.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty.

YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

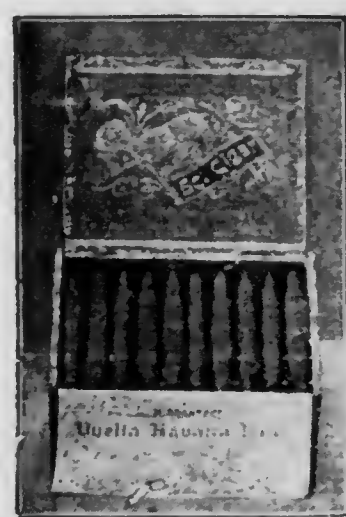
STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

I notice that the insurance companies have in this section stopped placing insurance upon new tobacco hanging in the sheds, and will not insure any more tobacco until it is stripped, cased and stored in some of the warehouses. Does that imply that the farmers are not honest enough for their risks to be taken? The trouble is not so much in the burning of a few tobacco sheds, as it is in the methods of the insurance companies, for, when asked to take a risk: "Oh, yes, certainly; be very glad to accommodate. Now, Mr. A., how much tobacco have you? Yes; now did you have a good crop, and at what figure do you wish to place the value? Yes, I think that sum is quite moderate." No matter whether it is called to be worth \$1,000 or \$500. You know the insurance companies have not heard the crop was not up to the standard. Oh, no. "Well, he looks like an honest man, and he wants to have his crop insured, as all honest men do, so we will take his dollars and give him a policy. We don't think his barn will burn, so we will take the risk this time." Now, is that the way they do in placing a policy upon your other farm buildings? I think not. They want to look the buildings over, take their measurements, and make a full description. If they would place a man in the different towns where tobacco is raised and have this man appraise the crop to be insured, they would meet with fewer losses, and honest growers would not need to suffer for the short comings of a few men who wish to sell very badly, and a few agents who live on the percentage of the policies issued. If these companies will place an expert in the business and have those crops inspected, it would save some worry to honest growers.

The plants are forging ahead, and this week will see a great many acres set, but next week will be more likely to see the rush of the season. Some of the farmers are beginning to hold their plants back a little, for I hear of many who think that early May setting is a little too early. About the last week of May and the first week of June will give as good or perhaps better quality than the earlier setting. Our own beds are being held back for that very reason. But early or late setting is nothing if the land is not in proper condition. If it is important to raise good plants, it is just as important to have the land thoroughly fitted and well manured. Remember that last year was a poor year, so try and produce a large crop and a good crop, for the tobacco was never more needed than it is at present. There is very little in the market, and what is held by the dealer is of a poor quality. So be up and doing and try to produce the largest and best crop of the decade.

When 14a15c is paid for Wisconsin and about the same for Pennsylvania, we know that the market is pretty well cleaned out, or that the grade of goods is inferior. But do not take that risk; do not try to make yourself believe you will raise a good crop unless your good judgment assures you that you have done your level best in fitting your land for the new crop. One word more of advice—if you have not applied any lime to your tobacco land do so at once, if not more than one barrel to the acre is used. But it would be better to apply at least two barrels, and do so once in two years. Where tobacco is raised on the same ground year after year, dark tobacco that has a good burn is worth more than light leaf with a bad, black, mucky burn. Bad ash on a light cigar will kill your liking for that particular brand, and you are sure to change your brand very soon.

Our correspondents write:
East Whately, Mass.: "The sale is reported of the crop of Victor Bardwell of about 12 acres, cased, at 14 and 4c. Tobacco plants have come forward very fast for the past week."

North Hadley, Mass.: "No sales to report and no news to report, excepting that the plants are growing fast. Some setting will be done this present week."
North Hatfield, Mass.: "Not much tobacco has been set yet, but considerable will be set within the present week."

Wethersfield, Ct.: "The seed has come up very well and the plants are growing nicely now with the present showers. Probably about the usual acreage will be set."—American Cultivator.

EDGERTON, WIS.

The buying movement is showing a gradual decline in most all the growing sections. A few buyers are still riding, but the volume of transactions have fallen off materially over former weeks. Warehouse handling is still progressing but a good many packers are preparing to close operations for the season. Re-handling of the early packed goods has

\$145,000 GIVEN AWAY!

HOW MANY VOTES

will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand (\$145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person estimating nearest	25 000	in cash	\$5 000
To the next	1 person estimating nearest	0 000	in cash	10 000
To the next	1 person estimating nearest	5 000	in cash	5 000
To the next	2 persons estimating nearest	2 500	each, in cash	5 000
To the next	10 persons estimating nearest	000	each, in cash	0 000
To the next	20 persons estimating nearest	500	each, in cash	10 000
To the next	25 persons estimating nearest	250	each, in cash	5 000
To the next	100 persons estimating nearest	100	each, in cash	0 000
To the next	200 persons estimating nearest	50	each, in cash	10 000
To the next	500 persons estimating nearest	25	each, in cash	12 500
To the next	1 000 persons estimating nearest	10	each, in cash	10 000
To the next	4 000 persons estimating nearest	5	each, in cash	0 000
To the next	5 000 persons estimating nearest	2.50	each, in cash	12 500

10,855 Awards, aggregating \$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J. BRYAN	(Democrat-Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,944
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti Fusion People's Party)	50,300
JOSEPH F. MALLONEY	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SETH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (1/2) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise, must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
— THE TOBACCO WORLD —

IF YOU WANT A LEADER IN UNION-MADE CIGARS WRITE TO C. RUPPIN--LANCASTER, PA.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY
Wholesale
Manufacturer of

High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

G.M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only

OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

commenced with a few firms where some damage has already been found.

A much better feeling pervades the cured leaf markets, and an opportunity is apparently at hand for disposing of quite large quantities of these goods held by local packers. A number of outside buyers are in the State inspecting samples and several large trades are under consideration. The most important sale of old goods in some months was closed during the week involving about 2,600cs by W. S. Brill for the account of the United Cigar Manufacturers. This includes 1300cs of the Marquissee packing of '02 at Janesville and 1300cs of the Johnson packing of '01 at Westby.

The plant beds are coming along as well as could be expected under the prevailing weather conditions. The season in general is late and the showing for tobacco as favorable as other crops at this date. Growers seem certain that their plants will be ready by the time the fields can be prepared to receive them.

Shipments, 816 cases, and two car loads of bundle goods.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 1,008 hhds; offerings on the breaks, 95 hhds; total sales 492 hhds.

The market was active with a more general demand. Leaf was firm to strong and the upper grade Lugs rather higher; but few Lugs sell below 3½c.

As the warehouse statistics include tobacco received and held on storage, the Tobacco Board of Trade, to show true amount of sales in this market, appointed a committee to eliminate such stock, and it reported that of the 6,862 hhds reported as receipts from Nov. 1 to May 13, 3,878 hhds should be deducted as storage tobacco, leaving actual receipts for sale 2,984 hhds, and the actual unsold stock on May 13 was only 1,794 hhds.

We had, Thursday evening and night, good rains, extending over a large area, and planting is general in this section today.

QUOTATIONS:

Low Lugs	\$3.50 to \$3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

HOPKINSVILLE, KY.
M. D. Boales.

Large offerings this week on the breaks, and a better demand with hardening prices. Loose floor sales continue active at full prices; Lugs, Low to Good, 2¾ to 4c; Leaf, Low to Good, 3¾ to 7½c. We quote hoghead tobacco on the breaks:

Leaf—Low, 3 to 3¾c; Common, 3¾ to 3½c; Medium, 3½ to 4¼c; Good, 4 to 4¾c.
Leaf—Low, 4 to 4¾c; Common, 5 to 5½c; Med., 5½ to 6½c; Good, 6½ to 7½c.

Receipts for the week, 550 hhds.; for the year, 3,220 hhds. Sales for the week, 192 hhds; for the year, 1,636 hhds.

Planting seasons fairly good; local rains gave opportunity to plant one third of intended acreage in some sections. Complaints are heard of small plants and scarcity—even to plant the half crop intended.

Dr. E. H. Jenkins, of the Connecticut Experimental Station, decided, after four successive years' trial, that hardwood ashes as the sole source of potash for a tobacco crop, brought better results in quality than any other fertilizer. The ashes made heavy soils lighter and more tillable, and sandy soils more retentive to moisture.

Business Changes, Fires, Etc.

Florida
Jacksonville—Guy Secord, cigars, etc., chattel mtge., \$1,790.

Illinois
Chicago—W. K. Wellner, cigars, chattel mtge., \$2,300.
Rockford—B. G. Skeyhan, cigars, etc., Skeyhan & Hanlon succeed.

Indiana
Indianapolis—Pierson Bros., retail tobacco and cigars, sold out.

Iowa
Sioux City—Jacob Moscow, cigar mfr., damaged by fire; insured.

Kentucky
Louisville—J. A. Lancaster & Co., cigar mfrs., R. B. Lancaster dead.
Pearlman & Cohen, cigar mfrs., dissolved.

E. A. CALVES & Co.  HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** NEW BRANDS Constantly ADDED
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CIGAR LABELS
American Lithographic Co.
NEW YORK. CINCINNATI.
CHICAGO.

Williams Suction Rolling Tables

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The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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New Factory 1904

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Cigar Box
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Howard & Boundary Aves.
YORK, PA.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection

Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

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BLENDED SMOKE
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BOSS STOGIES

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MAKERS OF **Lancaster, Pa.**
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Long Filler, Hand-Made and Mold Stogies
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MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

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RUSTIC
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CRYSTAL
Jobbing Trade solicited.

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Write for Samples.

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WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

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Manufacturer of

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JACOBUS, PA.

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Nashville, Pa.

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'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Massachusetts
Boston—Arthur Harmon, cigars and tobacco, bill of sale, \$775.—Fred. A. Junisky, cigars, etc., chat. mtge., \$1,000.
Chelsea—Joseph Banker, cigar mfr., chattel mtge., \$1,500, discharged.—Joseph Banker, cigar mfr., chattel mtge., \$3,000.
Leominster—J. A. Hannis, cigars, sold out.
Worcester—Yetta H. Kunitz, cigars, mortgaged real estate, \$2,600.
Michigan
Benton Harbor—Everett W. Shaw, cigar mfr., succeeded by H. Troutman.
New Hampshire
West Manchester—Thos. C. Stewart, cigars, tobacco, etc., real estate mtge., \$100, discharged.

New Jersey
Jersey City—Mayer Bros., wholesale and retail tobacco and cigars, succeeded by Tonn Tobacco Co.

New York
Gloversville—Geor. H. Wheeler, cigars, chattel mtge., \$600.
Syracuse—Jacob Sax, cigar mfr., dead.

Ohio
Findlay—L. E. Hapner, tobacco, and mfr. of stogies, sold out.

Pennsylvania
Johnstown—W. P. Coulter, cigars, etc., judgment, \$663.

Reading—Philip Hildebrand, cigar mfr., satisfied mtge., \$800.
Scranton—Carling & Canfield, cigars and tobacco, closing out.

Sunbury—J. F. Haas, cigars, judgment, \$130.

Virginia
Norfolk—Leo A. Myers, cigars and tobacco, succeeded by H. C. Harding.

Washington
Seattle—S. Asheim, cigars, etc., sold out to — Spencer.

Quebec
Montreal—Guimond & Cie, cigars, dissolved; new registration.—Oriental Tobacco Co., dissolved.

PATENTS RELATING TO TOBACCO, Etc.

760,436 Mechanism for attaching fibrous material to cigarette mouth-piece blanks; Alexander A. Drutschenkow, St. Petersburg, Russia, assignor to American Tobacco Co., New York.

760,491 Match lighter; Peter J. A. Schnoor, Holstein, Iowa.

36,923 Design, Match case; Louis F. Morlock, St. Louis, Mo.

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KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
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Plug and Smoking Tobaccos
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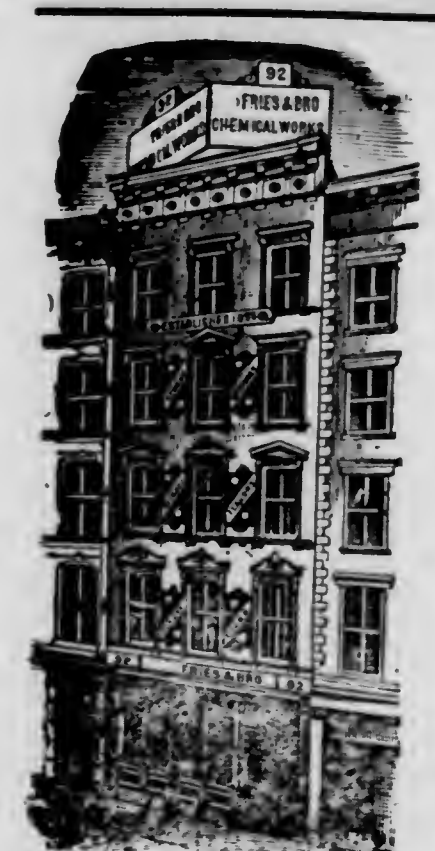
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PHILADELPHIA, JUNE 8, 1904.

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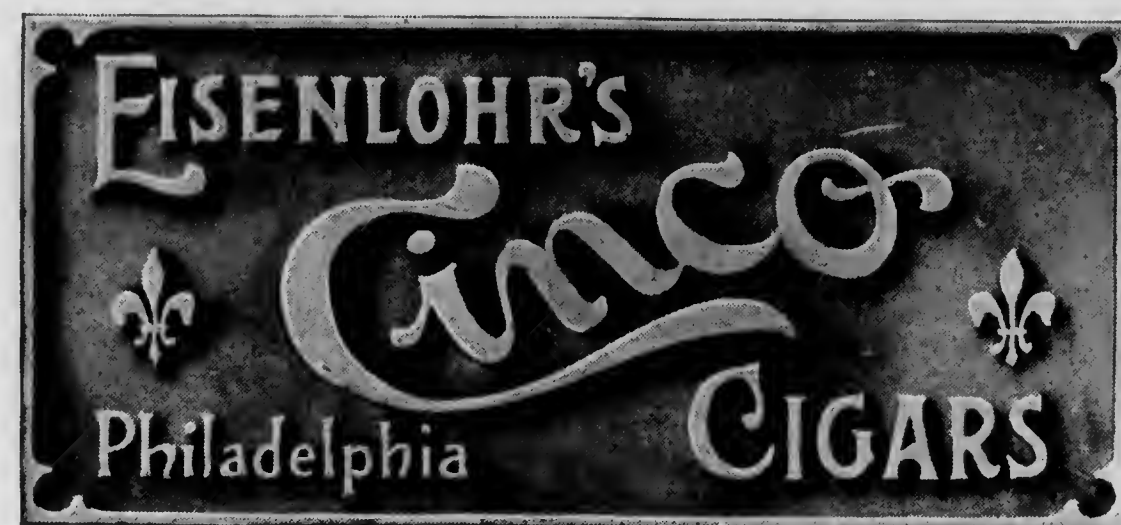
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Incorporated 1902



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Regulating the Business According to Its Capital.

THE man who is safely doing a business of \$50,000 on an invested capital of \$10,000 certainly can't do a larger business with safety unless he has an increase of capital. That fact is very plain to be understood. Nevertheless, the consuming desire of some men to branch out into larger undertakings and to make all things come their way, induces them to overreach and tumble their hardly built business to the ground. When every dollar that is safely invested is put into goods, the ambition to do a little more, and the opportunities one thinks he knows will open, too often lead him into borrowing too much money, overstocking and smoothly paving the way to absolute dissolution.

Nothing in one sense of good business forbids the expansion of a store to its utmost possibilities and the full extreme of the ability of the retailer to carry the stock, but to the man who attempts to go a little too far, the common sense conservatism of business is a good thing to preach. Those who have gone pretty close to the edge of their business finances and are not sure whether they are safe in attempting to reach a little farther by borrowing more money had best think twice more before they go into such a deal.

Not all cases are alike, and it is impossible to say what a man should do here and another should do there, for the business that demands an invested capital of \$5,000 in one locality could not safely be handled in another locality without an increase of perhaps one-third more. And what a man may be able to do with that amount of money in New York State could not be done in Texas or in California. Character of customers, nearness of markets, stocks compelled to be carried and the general prosperity of a community

have all to do with the expansion of a business. Every man in trade should have his lines laid for the expansion of his business as fast as that is possible, yet no man can afford to stretch all the points for the sake of swelling.

Here is a case of a young man who had saved about \$2,000 who went into partnership with another man of about equally good finances. Both were ambitious to succeed, yet both were impatient of the time required for success. The first man was the manager of the business, and he bought a stock of goods that was of a size to be handled by the trade of the town where they located, but which was fully 50 per cent. greater than they should have bought with the money they could command. Trade began well, and their ambitions were fired to make a big thing all at once. In three months they had hired the store next to them and began stocking it with goods. Their capital was too small, and they were surprised to find that other people with money to loan were not so utterly confident of the business as they were. They scraped along for nine months, doing a good business, but the capital could not carry the stock and they fell to pieces—all because they saw only the thing immediately under their noses and gave too small thought to the future probabilities, to say nothing of the possibilities.

Another case, on the other extreme, was that of a man with ample capital and an oversupply of caution. He had a very good trade, but was afraid to attempt to make it larger lest he got too much money invested, at the same time thinking his business standing in the community so good that no other concern could come into town and draw away any of the business. A firm of young fellows determined to win came into town, hustled hard for their business, expanded as fast as their profits would allow them to do, and in three years were doing more business than the satisfied man who knew he had the whole trade under his arm. The one man had the conservative sense to an exaggerated degree and the younger concern combined conditions with their own ability.

No man is able to foretell what will happen to his trade and to his invested capital, yet every man is as sure of that as is the farmer of his crops or the manufacturer of the sale of his manufactured goods. Neither the farmer nor the manufacturer can afford to attempt to go beyond what is reasonable in planting and in making, yet he who is successful always attempts to go to the full length of possibilities that are within reason. Expansion of business is a most laudable ambition, but because the trade of this month is much larger than the corresponding month of a year ago, or because people ask you every day why you don't get a bigger store and carry more goods, for they will surely patronize and support you, there is no good reason why you should do the enlarging until you have carefully studied the conditions and the business promises for yourself. Trade has spasms that depend on uncontrollable things, and the promises of people to buy of you don't count until they actually appear and do the buying.

Pennsylvania Cigar Manufacturers' Exhibit at St. Louis.

Special to The Tobacco World.

St. Louis, Mo., June 4, 1904.
THE exhibit of the products of Pennsylvania cigar manufacturers, which is located in the Agricultural Building, is slowly getting into its final shape, when some very active work on the part of those in charge of the exhibit will be done. The big dome wherein the Pennsylvania Cigar Exhibit is to be placed for premiums will not be completed for several days longer, yet crowds of people are calling there daily, and include visitors from Pennsylvania as well as former residents of that State.

Just at present the display of "Senator Quay" cigars, made in Lancaster, is especially conspicuous, it having been draped in black bunting since the death of Mr. Quay. It is attracting a great deal of attention, from which it is evident that the late Senator had many admirers throughout the country.


People who have seen the array of products in the line of cigars from the Keystone State seem to be amazed at the really fine class of goods on exhibition here, and it has been an indispensable factor in aiding the managers to dissipate the impression in the mind of the public that only cheap goods were made in that State. There is an ample supply of literature showing that Pennsylvania produces more than twenty-five per cent of the entire cigar output of the country, and has done so for more than six years past, with a proportion of less than five per cent in cheap goods. To some of the visitors the statements seemed rather surprising, but after carefully looking over the lines of goods exhibited they were convinced of the truth of the assertion.

The Exposition officials, too, have become very favorably impressed with the efforts of the Pennsylvania cigar exhibitors, and as soon as they realized the actual immensity of the industry in Old Penn the display was allotted an additional 300 square feet of space. This space is now being filled with plate glass show cases, with the names of the various manufacturers whose goods are displayed in the cases lettered thereon in gold.



Various features of enterprise are also indulged in by individual manufacturers. For instance, Hannan Bros., of Pittsburg, are distributing free of charge many thousands of their make of stogies. The method pursued by them is to distribute promiscuously throughout the grounds tickets entitling the holder to a stogie of Hannan Bros' manufacture, free, upon presentation of the ticket at the stand of the Pennsylvania Cigar Exhibitors.


Even at this early stage of the Exposition the managers in charge of the Pennsylvania Cigar Manufacturers' Exhibit feel confident of accomplishing highly satisfactory results. They tell me that already they are figuring on big contracts on cigars for export.

The exhibit of cigar making machinery—which is shown in this same department—is attracting a great deal of attention from foreign representatives, with excellent prospects of introducing the same extensively in foreign countries.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

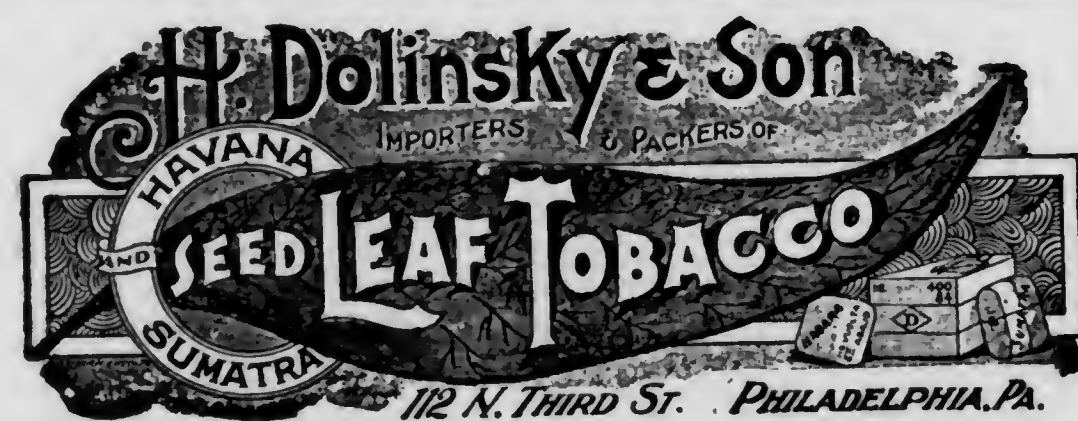
J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** and Packers of **DOMESTIC LEAF** **Tobacco**
115 Arch Street, Philadelphia.

John T. Dohan.  **Wm. H. Dohan.**
FLOR de DOHAN & TAITT,
D&T Importers of **Havana and Sumatra**
Packers of **Leaf Tobacco**  107 Arch St. PHILADA.

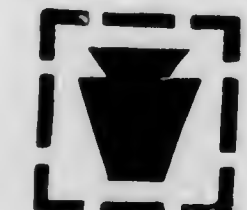

Established 1895  **LEWIS BREMER'S SONS**
IMPORTERS OF **Havana and Sumatra**
and PACKERS of **Leaf Tobacco**
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of **Havana and Sumatra** **Tobacco**
Packers of **Seed Leaf**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in **SEED LEAF** **TOBACCO**
Importers of **HAVANA** and **SUMATRA**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco **ALL KINDS OF**
Co., Ltd. **SEED LEAF, HAVANA and SUMATRA Tobacco**
118 N. 3d St. Phila.

 **Young & Newman,** **Sumatra & Havana** 
217 N. THIRD ST., PHILADELPHIA. **IMPORTERS of**
Packers of **Seed Leaf.**



BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of **SUMATRA and HAVANA**
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of **Sumatra and Havana**
AND
Packers of **Leaf Tobacco**
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE REALM OF THE RETAILERS

KEEP SMILING.
THE thing that goes the farthest toward making life worth while, That's worth the most and costs the least, is just a pleasant smile. A smile that bubbles from the heart and loves its fellow men, Will drive away the clouds of grief and coax the sun again. It's full of warmth and gladness, too, with manly kindness blent, It's worth a million dollars, and it doesn't cost a cent.

There is no room for sadness when you see a pleasant smile, It always brings the same good luck, it's never out of style; It naves us on to try again, where failure makes us blue, The dimples of encouragement are good for me and you. It pays a higher interest, for it is only lent, It's worth a million dollars, and it doesn't cost a cent.

A smile comes very easy; you can wrinkle up with cheer, A hundred times before you can squeeze out a single tear. It ripples up, moreover, to the heart-strings that will tug, And always leaves an echo that is very like a hug. So smile away, folks always know what by a smile is meant, It's worth a million dollars, and it doesn't cost a cent.

MASSACHUSETTS' NEW TRADING STAMP LAW.
THE State of Massachusetts has just passed an act aimed at trading stamps which is radically different from any other law which has been passed on this subject. It partakes more of the nature of the many local ordinances which have been passed, imposing a tax or license on the trading stamp companies. The Massachusetts law imposes an excise tax of 3 per cent. upon the receipts of all concerns who sell the stamps. The full text is as follows:

AN ACT
To impose an excise tax on the business of selling, giving or delivering trading stamps, checks, coupons or similar devices in connection with the sale of articles. Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:—
Section 1. Every person, firm or corporation selling, giving or delivering trading stamps, checks, coupons or similar devices, in connection with the sale of articles, entitling the holders to receive articles other than the articles so sold, shall pay an excise tax for carrying on such business equivalent to 3 per

centum of the gross receipts by such person, firm or corporation from the sale of the articles so sold and the trading stamps, checks, coupons or similar devices sold, given or delivered in connection therewith.

Sec. 2. Every person, firm or corporation carrying on the business specified in Section 1 shall, on the 1st day of January and on the 1st day of July in each year after the year 1904, make a return in writing, under oath, to the treasurer of the city or town in which such business is carried on, stating the number of trading stamps, checks, coupons or similar devices sold, given or delivered in connection with the sale of articles, and the gross receipts from the sale of such articles and such stamps, checks, coupons or similar devices, during the last preceding six months. Thereupon the treasurer of such city or town shall compute the amount of the tax due from such person, firm or corporation, and shall issue his warrant for the collection thereof of the collector of taxes of such city or town, in the manner and upon the terms and conditions and in the exercise of the powers and duties prescribed by Chapter XIII of the Revised Laws relative to the collection of taxes.

Sec. 3. Whoever omits to make and file the return required by the preceding section shall forfeit not less than \$5 nor more than \$10 for each day for fifteen days after the day upon which said return is by the preceding section required to be made, and not less than \$10 nor more than \$200 for each day thereafter during which such omission continues; and whoever, under oath, knowingly makes a false statement in such return shall be deemed guilty of perjury.

Sec. 4. This act shall take effect on the 1st day of July, 1904.

HOW YOU LOSE MONEY
By Giving Trading Stamps.—A Conclusive Statement Issued in Fall River—Ring- ing Declaration Made by Fall River Manager of Cobb, Bates & Yerxa's Stores.

If a stranger should come to you, at your place of business, and say: "Pay me 2½ per cent of your gross receipts for the privilege of doing business for the coming year," you would jump to the conclusion that he was either crazy or else had the nerve of a burglar. You would say to him: "Well, I guess not! I pay my taxes; I pay for my goods; I pay my help; I guess, young fellow, that I don't need to give you anything for the privilege of doing business in this town."

And yet that is what hundreds of business men submitted to at the hands of promoters of trading stamp schemes. And few of their victims stopped to consider what they were getting into when they signed the trading stamp contract. Some, indeed, have not awakened to a realization that they are giving up part of their profits to the stamp man. It depends largely upon circumstances how much percentage or "rake off" the stamp man asks. Some instances as high as 5 per cent is paid. The average, perhaps, is 2½ per cent. But if the rate is 2 per cent the business man is paying the stamp man \$2 on every \$100 worth of goods he sells. And for what?

The stamp man has on exhibition an assortment of premiums—goods of inferior quality—which are to be given away to customers of business men who have fallen into this trap.

If the scheme appears to take well in the town, a rival (?) stamp concern quickly appears and organizes all business men not in the original game. This rival concern often is directed by the same people, who are back of the original, and without anyone knowing it, the stamp schemers are often able to enjoy an income on practically the total business of the town.

Say that a business man is doing \$20,000 a year, and goes into the stamp scheme. If he signs a 5 per cent stamp contract, and the stamp man can get books into the hands of all his customers, he is paying \$1,000 per year to the stamp schemer for the privilege of doing business with his own old customers. But say, for instance, that through the use of stamps, he should increase his volume of business to \$25,000. What has it cost him? Just 20 per cent. You must charge the expense against the new business, because he had the original \$20,000 doing business nicely before the stamp man struck town.

But the estimate for increase is all out of proportion to the actual results. Frequently business men have found that instead of a gain they have suffered a loss—particularly those whose custom is partly made up of monthly pay customers. The stamps are to be given out on cash sales only. But there is Smith, and Brown, and Tompkins, who have been dealing at the store for years. They are as good as wheat and the business man knows it. But he can give them no trading stamps. (Both Siegel, Cooper

& Co. and Rothschild & Co. give stamps on all charge accounts.) They feel that they have been unjustly discriminated against and without figuring out that the tawdry premiums possible to be secured are not worth losing a business friendship, they pay up and quit, and patronize a business rival.

But the big paying part of the business to the stamp people is the "lapses." Hundreds of people start out with a stamp book and never more than half fill it. They become weary of the matter; they lose their book; they move away—but the merchant has paid his percentage to the stamp man just the same. More than 50 per cent of the stamps given out are never presented for redemption—all of which makes 100 per cent profit for the stamp man and gains the business man not a cent in trade, nor increases any business friendship.

When one firm goes into the trading stamp business he forces his competitor to either enter it or some kindred scheme; and instead of giving the benefit, in price or value, direct to the customer, they give it to outsiders, who live in luxury at the expense of the business men.

The trading stamp scheme is a good thing for one man and one man only—the one promoting the scheme.

The above circular having been sent to Mr. William R. Warner, of the firm of Cobb, Bates & Yerxa, who maintain four large and popular stores in that city, Mr. Warner has replied as follows:

Fall River Retail Merchants' Association, City:
Gentlemen—I have received from you a printed circular upon the trading stamp scheme. I desire to answer you that there is no more uncompromising opponent of trading stamps than this firm and myself.

Neither will I allow any goods, in which stamps are placed on sale in our store. I have already notified two parties whose goods we have handled for years, that we will not continue keeping them, if stamps are to be placed in their goods.

As a general rule, I, nor my family, do not trade in stores giving out stamps. I look upon all such devices as calculated to deceive and as a reflection upon the business standing of the stores who use them.

Yours,
WM. R. WARNER.
—New England Grocer.

The Clerks' Union of Belleville, Ill., have placed tobacco on the list of several commodities that cannot be purchased after 6 p. m. or before 7 a. m.

**ROYAL
BERKS**

**THE BEST
UNION MADE**

5¢ CIGAR
on the Market

M. STEPPACHER
Manufacturer
READING, PA.

Write for Samples & Prices



Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling
Independent Factories. **Red Lion, Pa.**
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

Arrivals at the port of New York from
foreign points during the week
ending June 4, 1904.

Bremen—Leonard Friedman & Co.,
50 bales leaf tobacco,
Havana—Havana Tobacco Co., 169
cases cigars, cigarettes and cut tobacco;
J. E. Ward & Co., 299 cases cigars and
cut tobacco, 22 trunks cigarettes.

SUMATRA TOBACCO

Str. Statendam, arrived May 31:
(795 bales; 50 cases.)

A. Cohn & Co.	270	bales
H. Duys & Co.	128	"
United Cigar Manufacturers	91	"
S. Rossin & Sons	74	"
F. & E. Cranz	55	"
Pretzfeld & Co.	55	"
Jos. Hirsch & Son	45	"
E. Rosenwald & Bro.	31	"
O. Malchow & Co.	27	"
S. Dresner	12	"
E. Spingarn & Co.	5	"
The Hilson Co.	2	"
M. F. Schroeder	50	cases

HAVANA TOBACCO.

Str. Mexico, arrived May 31:
(1,486 bales; 67 bbls.)

E. E. Ward & Co.	467	bales
E. G. Pasenol & Co.	300	"
F. Rosenbluth	172	"
F. Miranda & Co.	150	"
M. Atak & Co.	60	"
Fred D. Grove	50	"
S. Ruppini & Son	45	"
Gans & Son	37	"
S. Ashner	34	"
Order	32	"
E. Regensburg & Sons	30	"
Keiser & Boasberg	25	"
S. Rossini & Sons	25	"
Leonard Friedman & Co.	20	"
R. M. Blake & Co.	15	"
American Cigar Co.	7	"
S. L. Goldberg & Sons	6	"
I. Bijur & Son	5	"
John Leopold & Son	3	"
S. Ruppini & Son	50	bbls.
I. Bijur & Son	12	"
Jas. E. Ward & Co.	5	"

Str. Vigilancia, arrived June 4:
(1,305 bales; 1 box.)

J. E. Ward & Co.	1,206	bales
Nelson & Co.	35	"
Keiser & Boasberg	30	"
L. Friedman & Co.	20	"
Alexander Mfg. Co.	9	"
Simon Auerbach & Co.	5	"
J. E. Ward & Co.	1	box

HAVANA CIGARS.

Str. Mexico, arrived May 31:
(84 cases.)

Park & Tilford	23	cases
G. S. Nicholas	17	"
J. Garcia Bros.	15	"
National Cuba Co.	6	"
A. H. Hillman & Co.	6	"
C. D. Stone & Co.	5	"
G. W. Sheldon & Co	3	"
Canadian Pacific R. R. Co.,	3	"
Calixto Lopez & Co.	2	"
Waldorf Astoria Sagar Co.	2	"
W. R. Grace & Co.	1	case
M. D. T. Co.	1	"

Str. Vigilancia, arrived June 4:
(14 cases.)

Jas. E. Ward & Co.	11 cases	a
E. A. Kline & Co.	3 "	c

TRADE NOTES



D. A. Giles & Sons open a first class cigar store in the Broadway Theatre, Albert Lea, Minn., early in June.

W. T. Clegg sold his cigar factory at Storm Lake, Ia., to J. E. Olp, who operates four factories near his home at Jacobus, Pa.

Tomb Brothers, cigar manufacturers of Marshalltown, Ia., may return their shops to Canton, Ill., where they were formerly situated.

N. J. Fisk & Co., of Bay City, Mich., have added a thoroughly equipped cigar box department to their cigar factory on North Linn street.

The Burley Loose Tobacco Warehouse on South Broadway, Lexington, Ky., has been finished and is now storing tobacco. It has a capacity of about 7,000,000 lbs.

Julius Alvarez & Co. will erect a new cigar factory at Allentown, Pa. It will be a three story brick building, 40 by 110 feet—situated at Penn and Green streets.

The Commonwealth Cigar Company, which has opened its new Boston office and salesroom in the Tremont Building, has installed a humidor with a capacity of 200,000 cigars, together with up-to-date moistening apparatus.

The Leidersdorf-Schmitt Company, tobacco manufacturers at Milwaukee, Wis., has moved to its new seven story factory building in East Water street, where it will increase its manufacturing capacity to 150,000 packages of tobacco per day.

Florence, S. C., seems to have been visited by firebugs. The Enterprise Tobacco Stemmer was burned one night last week, causing a loss of \$7,000. The fire was undoubtedly of incendiary origin, as was that at the Pee-Dee Warehouse, a few weeks ago.

E. G. Flack has purchased the interest of his partner, A. C. Gruhlke, in the Waterloo (Ind.) Cigar Company, and will move the plant to Syracuse, in the same State. Mr. Gruhlke has purchased Mr. Flack's interest in another partnership, that of the Star Electric Cigar Lighter Co.

Rumor has it that the Meyers & Leonard tobacco factory, at St. Louis, will be removed to Lexington, Ky. This is a plant of the Continental Tobacco Co., which will enlarge its rehandling buildings at Lexington, but denies the intention of building a new factory on the C. & O. Railroad.

The American Tobacco Company last week bought 3,000 hogsheads of Green River strips, the entire stock of F. E. Birk & Co., C. E. Birk and A. C. Thompkins & Co., at Owensboro, Ky. The price is not given. Negotiations are on for the taking over of the purchases of two or three other factories.

- THE TOBACCO WORLD

Reproduced Advertisements....

OSCAR C. HENE CO'S
NIRVANA
TRY THE NEW SIZE.

THE REAL ARTICLE

FROM EAST-TO-WEST THEY SMOKE
AQUILAS
CLEAR HAVANA
KUHLES & STOCK MAKERS, ST. PAUL, MINN.

FOR SALE EVERYWHERE—THE BUSINESS MAN'S FAVORITE.
Courier-Journal
H. FENDRICH, MAKER R. EVANSVILLE, IND.

The Perfection of a Gentleman's Smoke Is Found In
Vesper Cigars
"Clean As the Food You Eat."
5 Cents. 5 Cents.
There Are Others, But None So Good.
The Finest 5-Cent Smoke On Earth.
Sold Everywhere.
Oblinger Bros. & Co.
Baltimore, Philadelphia, Lancaster.

GET WISE! SMOKE AN
OWL CIGAR
MANY APPEAR FOOLS NOW 5¢
WHO ARE WISE IN CIGARS
STRAITON & STORM

Weather forecast,
A Moon Spot will be likely
to prevail for several days.
A new stock of
MOON SPOTS
reached town today.
G. W. VAN SINE & BROTHERS, ST. LOUIS, MO.

Nice, strong, but the perfection of tobacco flavor.
Estabrook & Eaton's
Marguerite Cigars
Purchasers expect a great deal more from Marguerites than from any other domestic cigar and the manufacturers are sparing no pains to keep the Marguerites what they have been for years—pre-eminently the standard high-grade cigar for gentlemen at their hotels and clubs, in their homes, their offices, after lunches—cigars that when offered to a friend need no excuse.
For sale by first-class dealers everywhere.

Brunswick CIGAR
Poussick
"The Perfect Smoke."
O. L. FERN & CO.
30 Union St., BOSTON, MASS.
and you can't follow old Andy Johnson's advice better than by cutting down your Cigar bill by smoking
JOHN WALTER'S
La Rosa's Select Stock of Grilled CIGARS
As good as the imported kind, but cost less.
JOHN WALTER,
Manufacturer of Fine Cigars,
23 South Broadway, - Nyack

YOU GET QUALITY IN
SPRENGER BROS.
Gate-Post CIGAR
STRAIGHT 5 CIGAR
STRICTLY HAND-MADE AND ALWAYS PURE
SPRENGER BROS.
PEORIA, ILL.

108 5c. Cigar
THE ONLY CIGAR AT THE ONLY PLACE IN THE ONLY CITY IN THE ONLY STATE IN THE ONLY COUNTRY IN THE ONLY WORLD
108 5c. Cigar
THE ONLY CIGAR AT THE ONLY PLACE IN THE ONLY CITY IN THE ONLY STATE IN THE ONLY COUNTRY IN THE ONLY WORLD

Not a Big Profit Cigar
Price to Dealer \$25.00 per M.
Price to Retailer \$30.00 per M.
LEWIS' SINGLE BINDER
FRANK F. LEWIS
Manufacturer
Peoria, Illinois.

QUALITY SELLS.
WHITE KNIGHT CIGARS
Smoked by Judges of Good Cigars All Over the U. S. They Satisfy. Try Them.
Burdell-Cooper Tobacco Co.,
DISTRIBUTORS.

NEW
JACKSON SQUARE 5¢ CIGAR
SAVE THE BANDS
A MARVELOUS DISPLAY of quality as well as beauty in shape.
Southern Tobacco Company
DISTRIBUTORS
Louis Ed Valloff Pres. P.O. CASE 612.
NEW ORLEANS LA.

150,000 FINE BREVAS
MADE OF THE BEST
Comerio and La Plata Tobacco
\$12 PER THOUSAND
Victor & Calderon,
AGUADILLA, PORTO RICO

THE LONG HEADED MAN SMOKES
Sumius Brutus Cigar
Ed. Livingston & Co., Des Moines, Sole Agents For Iowa.

We Lead, All Others Follow!
HUB CIGARS
The greatest of all 5¢ cigars. Guaranteed to be the finest in the market. Equal to ten others. Sold by all dealers. "Take no others."
MANUFACTURED BY
MARTIN SALOMON CO., Kalamazoo, Mich.

SEN AUBEN 5¢ CIGAR
S.M. DUBSTEIN, Mr. Wilmington Del.

Lady Nicotine's most perfect knight
EL FIRMA CIGAR
A Gentleman after your own heart.
Quality Permanent.
Selected clear Havana
MOORE, HART & PURDY, ST. LOUIS.

SMOKE **PHIL KLUMB'S 5¢ STRAIGHT**
SOLD BY ALL DEALERS

ROYAL LANCER
Men Who Like Value
Will appreciate the ROYAL LANCER Cigar, for there's "money-worth" to the limit in every cigar. It's a full value cigar, and you'll find the smoking of a ROYAL LANCER to be overwhelming with keener pleasure and satisfaction.
E. EPPSTEIN & CO.
SOLE DISTRIBUTORS, DALLAS, TEXAS

THE SAME TO DAY YESTERDAY TOMORROW AND ALWAYS
John Drew 5¢ Cigar
A cigar that never changes or cheapens. Costs the dealer \$5.00 more because it's worth \$5.00 more.
TOLEDO BERN & CO. CHICAGO

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

Importers, Packers and Dealers in

Leaf Tobacco

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
Tobacco

120 North Third Street,
Philadelphia.

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

Importers

Sumatra Tobacco

Cable Address
"HIRE."

Joseph Hirsch & Son

1. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

**UNITED CIGAR
Manufacturers**

1014-1020 Second Ave., NEW YORK.

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

Combination
**SCRAP
--Filler--**

We Make Them for
6, 7½, 9, 10 and 12 cents.

**J. L. METZGER
Tobacco Co.**

Dealers in Leaf Tobacco
Lancaster, Pa.

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,

McSherrystown, Pa.

Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.

JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in
America, Perfectly New, Eight Stories High. 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

C Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

R. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA.

NEPTUNO 170-174.

Special Partner—GUMERSINDO GARCIA CUERO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

"Angel," Havana **Reina 20, Havana**

P. O. Box 98

REDUCED SALES AND RECEIPTS IN HAVANA.

The Rainy Weather Had a Depressing Effect Upon the Tobacco Business—Some
Good Contracts Have Been Made, However, for Future Delivery.

HAVANA, May 30, 1904.

The sales effected during the past week show a further reduction, although the receipts from the country have also fallen off considerably, which must have been the result of the rainstorms during the week previous. Only a few buyers have made their appearance in the market. Still, while the actual sales appear small it is known that large contracts for future delivery were made, one house alone reporting contracts made to deliver 1000 bales of Vuelta Abajo and Partido.

Prices for good tobaccos are ruling firm, and it is doubtful whether any decline can be expected, although many dealers are of the opinion that they may be able to buy lower from the farmers later on, and therefore are in no hurry to operate, largely in making extensive packings in the Vuelta Abajo. More animation has reigned in the Partido district and many escojidas are at work. While experiments made with shade grown tobacco are generally favorably looked upon, there are, however, quite a number of people who are not yet convinced that the cheesecloth growing plan is bound to take the place of the old method of raising tobacco. Their argument is that a part of the aroma is lost, as the nicotine plant needs all the sunshine that nature intended for it. If the latter theory could be really proven as a fact then the question would resolve itself into whether the advantage to be obtained by getting a larger percentage of wrappers would be a compensation for a slight loss in aroma? As there were no worms to speak of this year in the open field, the claim made that the cheesecloth prevents the ravages of this pest cannot be proven conclusively. The new method of picking off only the ripe leaves, instead of cutting the whole plant with the parts of its stems attached, is undoubtedly a big step in advance, and is so admitted by all interested parties. The only trouble for the small farmer is that he has not sufficient help to be able to cut the leaves singly. The escojidas in the Santa Clara province will begin operations upon a large scale during the first half of June. Sales amounted to 1877 bales in all, or 1200 of Vuelta Abajo, 327 of Partido and 350 of Remedios. Buyers from the United States have taken 923 bales. Local factories 804 and 150 were taken for Europe.

Buyers Come and Go.

Arrivals—Antonio Rico, of El Arte Cigar Co., Tampa, Fla.; Matt. W. Berrian, of Bermian Bros., Tampa; Sol Salomon, of G. Salomon y Hnos., New York and Havana.
Departures—V. Pendas and Luis Martinez, for Tampa; John Wardlow, for Key West; Richard Siebel, for New York.

Havana Cigar Manufacturers.
There is no change to report in the situation of the various factories, and it does not seem likely that business will pick up considerably until the new

leaf will be worked upon a larger scale. The well known journal in Havana, El Tabaco, publishes a list of exports of cigars from Havana for the month of January, 1904, which shows that the total amounted to 19,217,979 cigars. The Havana Tobacco Company is credited with 9,914,454, while the independent factories must have shipped accordingly 9,303,525, or in percentage the ratio would be 51½ per cent for the former, against 48½ per cent. for the latter. It is curious, however, to understand how the Henry Clay and Bock & Co. can advertise in the same paper an annual production of over 85,000,000 cigars, when according to the same ratio of exports during the year 1903 the Havana Tobacco Co. could have exported only about 107,500,000, thus leaving only 22,500,000 for the 12 factories belonging to the former Havana Commercial Co. and the H. Cabanas y Carvajal, as well as the Flor de J. Suarez Murias factories, or should the consumption in the island of Cuba make up this glaring disparity in the figures? However, the Trust is not obliged to furnish any sworn statement; it may publish any figures it sees fit to magnify its own importance in detriment against its competitors, as long as the latter remain silent. H. Upmann & Co. continue to work with undiminished forces in their two factories. They purchased 600 bales additional last week of the San Luis and San Juan y Martinez districts of the Vuelta Abajo. "Sol" is working regularly upon orders from the United States, Germany, England and Austria. Cifuentes, Fernandez & Co., of the "Partagas" factory, are well pleased with the demand for their cigars, as they found it necessary to increase their force of cigar makers. J. E. Rocha & Co., of "El Crepusculo," "Nene" and "Jefferson" brands, are quite satisfied with their orders from all parts of the world. Rabell, Costa, Vales & Co., of the "Ramon Allones" factory, are working along upon good orders from the United States, London and South America. They had one order from London alone for 100,000 cigars. Enrique Dorado & Co. say that "El Rico Habano" is doing well. Remejio Lopez y Hno. are shipping regular quantities of "La Mas Ferosa" and "Magnetica de Cuba" to the United States, and are contented with the way their factory is marching along.

Buying, Selling and Other Notes of Interest.

Vicente Pendas was a buyer in the market, the exact quantity being unknown, although one house sold his firm 200 bales of Vuelta Abajo.

Rabell, Costa & Co. disposed of 360 bales of Vuelta Abajo to local factories. The packing now going on in their warehouse, 199 Manrique street, is of their own farm near Wajay, and shows ideal leaf and color.

H. Upmann & Co. shipped 300,000 cigars last week.

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPERS OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I, HAVANA, CUBA

Remigio Lopez

Benjamin Lopez

REMIGIO LOPEZ y HERMANO

Manufacturers of the Imported Brands

La Mas Ferosa y Magnetica de Cuba
No. 834 Amistad St., HABANA, CUBA.

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171-73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN.

H. PRASSER.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS
Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

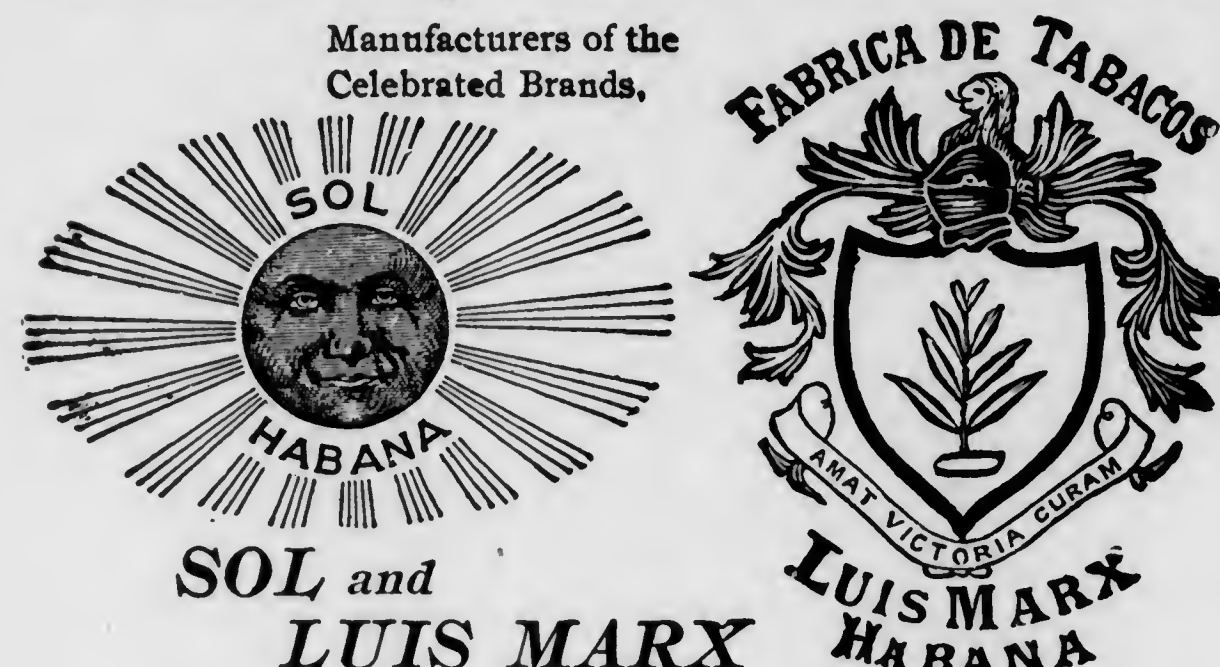
Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, P. O. Box 493,

BEHRENS & CO.



Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Habana

Cable:
ONILEVA.

Royal Cigar Factory



Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Habana, Cuba.
Cable:
CIFER.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont' Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta. Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers
and Dealers in Leaf Tobacco
Figuras 39--41,
Havana, Cuba.
Cable Address:
"Cuetaara."

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

Bruno Diaz & Co. turned over 170
bales of new Partido and Vuelta Abajo,
and have received quite a quantity of
new vegas from their fine Partido and
Vuelta Abajo escojidas.

Antonio Suarez is working steadily in
his Havana warehouse, Rayo 122, to
finish his Partido escojida, while his
packings in "La Esperanza" and "Rio
Hondo," Vuelta Abajo, are progressing
nicely.

Mendelsohn, Bornemann & Co. have
purchased several hundred bales for their
customers, Matt. W. Berriman and San-
taella Company, of Tampa.

A. Pazos & Co. sold 168 bales of Vuel-
ta Abajo and Partido. Don Avelino left
for the Vuelta Abajo last Saturday to
take a hand at buying the best vegas for
his numerous customers.

Voneiff & Vidal Cruz are very actively
stripping again. Don Francisco Vidal is
extremely busy now buying tobacco for
their Vuelta Abajo escojida, the first re-
ceipts of which will arrive the latter part
of this week. He intends shipping 110
bales of Partido new crop to one of their
Tampa customers. They have pur-
chased already \$25,000 worth of the fa-
mous Wajay district, the three most im-
portant vegas being named "Valiente,"
"Chico" and "Pastrana," the latter of
Tomas Perez, the oldest vegero in that
village. All of their Partido purchases
are of high grade leaf only, as regard
texture, color and burning qualities.

G. Salomon y Hnos sold 165 bales of
Vuelta Abajo and Partido. They are
now making an escojida of their famous
"La Favorita" Vega in their warehouse,
Montello, which shows beautiful colors,
texture and thin leaf.

Fernando Fernandez y Hno have re-
ceived already 200 bales of their Tumba-
dero packing at Guira de Melena, where
they are working actively, as well as at
Candelaria.

Jorge & P. Castaneda disposed of 100
bales fine wrappers to local factories.
Suarez Hnos have already received 500
bales of their Vuelta Abajo escojidas.

A. M. Calzada & Co. turned over 100
bales of Vuelta Abajo, besides having re-
ceived some 150 bales of their Remates
packing in the Vuelta Abajo.

Sobrinio de V. Diaz will start their
Partido escojida this week in their ware-
house, Angeles 10, while their Remedios
packings will commence operations about
June 10.

M. Garcia Pulido closed out 45 bales of
Vuelta Abajo. Of his Remates (Vuelta
Abajo) escojida he has 174 bales in his
store, and is receiving regularly.

Sobrinio de A. Gonzalez did not wish
to report any sales this past week, as the
amount is only insignificant; in fact, as
their old stocks are nearly all gone they
have to take a resting spell before the
new tobacco from their five escojidas,
three in Santa Clara province, one in the
Semi Vuelta, and one in the Vuelta A-
bajo will arrive in larger quantities.

Aixala & Co. do not have any old to-
bacco for sale either, but they have ma-
chined to deliver 1000 bales of their

fine Tumbadero packings in San Antonio
de los Baños.

Jose Menendez is busily engaged re-
ceiving the lots as they arrive from his
escojidas in the Partido and Vuelta
Abajo districts.

Receipts From the Country		
	Week Ending	Since
	May 28.	Jan. 1.
	Bales	Bales
Vuelta Abajo	1,091	13,764
Semi Vuelta	96	673
Partido	1,181	12,503
Matanzas	—	112
S. Clara y Remedios	355	5,849
Santiago de Cuba	—	242
Total	2,723	33,163

Quiet Trade in Lancaster.

Satisfactory Reports as to the 1903 Leaf
— Planting for 1904—Gossip About
the Factories and the Dealers.

Lancaster, Pa., June 6, 1904.

Local leaf dealers report a continued
quiet market in the leaf trade, and state
that business is confined almost wholly to
smaller purchasers by manufacturers for
immediate use. The packing season is
now gradually drawing to a close, al-
though at a few of the warehouses there
is still considerable goods of the 1903
crop to be packed. Prominent among
these is the warehouse of E. L. Haller,
which is one of the largest warehouses in
the city, and while a large quantity has
already been packed, Mr. Haller informs
your correspondent that it will take until
well into July to complete the work.

I was this week shown several lots of
tobacco of the new crop, which has been
packed since early in March, and it has
been in a state of high fermentation.
The packer stated that while there was
a certain percentage of damage, the
quality of the goods seem to be excel-
lent, and it is needless to say that the
packer is pleased with the appearance
of things as he is so far able to ascer-
tain. Of course, it is to be expected that
not all packers will fare exactly alike,
and with others there possibly may be
a smaller percentage of damage.

The planting of the new crop has also
progressed steadily during the warm
weather, and it will be pushed forward
as vigorously as possible. There are
still some indications of a decreased
acreage this year.

The cigar and tobacco output in this
district during the month of April is as
follows: Cigars, 60,829,920; tobacco,
43,800 pounds, and snuff, 380 pounds.
This is a decrease in cigars of 4,022,500,
as compared with the month of May,
1903.

L. L. Seidoss, a prominent cigar
broker of Chicago, Ill., spent several
days last week in this county on his
semi-annual visit to cigar manufactur-
ers. He has a number of desirable ac-
counts and makes it a point to visit them
regularly once or twice a year.

Isaac R. Garman, of Remmstown, died
at his home in that town at the age of
67 years. Mr. Garman began the man-
ufacture of cigars in 1877, and continued
until several years ago, when he was
compelled to abandon it on account of
ill health. He is survived by a widow
and three children, two of whom,
Messrs. Charles S. and Homer J., are
now engaged in the cigar business at
Denver, trading as the Garman Cigar
Company.

The cigar business at Bowmansville is
perhaps more brisk than in other sections
of this county, and additional hands are
(Concluded on page 22.)

J. F. ROCHA & CO.

Manufacturers of the
Celebrated Brands' S. en C.

"Crepusculo," "Nene"
and
"Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR,
No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez

Growers and Packers of

Vuelta Abajo and Partido Tobacco
PRADO 125,
HABANA, CUBA.

Cable:—ZALDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS.
Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco," Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
ESTRELLA 25, HABANA, CUBA.
Cable:—Pulido.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA," HABANA, CUBA.

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

J. & E. Cranz, Importers of Sumatra Tobacco, New York Amsterdam, 144 Maiden Lane, Trieste.

Adolfo Moeller & Co.

*Importers of
Havana Tobacco
Exclusively*

*No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba*



111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:
 La Flor de Henry Clay La Carolina La Africana
 La Espanola La Flor de Ynciao Manuel Garcia Alonso
 La Corona La Vencedora La Antiguada
 La Flor de Naves El Agulla de Oro La Comercial
 La Flor de Cuba La Intimidad La Flor de Muriel
 La Meridiana La Rosa de Santiago La Rosa Aromatica
 A. de Villar y Villar Estrella J. S. Muriel y Ca.
 H. de Cabanas y Carbajal.



ROTHSCHILD & BRO.
 141 Water St.
 IMPORTERS AND PACKERS OF
 LEAF TOBACCO.

OFFICES:
 DETROIT, MICH.
 AMSTERDAM, HOLLAND
 HAVANA, CUBA.

NEW YORK



**J. BERNHEIM & SON
HAVANA TOBACCO**

171 MAIDEN LANE
 NEW YORK.
 Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID

FRANK LANGE

L. SCHMID & CO.

Importers of

Sumatra Tobacco

No. 138 Water Street, New York

Jos. Mendelsohn.

Louis A. Bornemann.

Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HAVANA TOBACCO

New York Office:
 U. S. ARCADE BUILDING,
 Water Street, Corner Fulton, Room 1.

Havana Office:
 AMISTAD 95,
 HAVANA.

Established 1840.

Cable "Morgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana Tobacco
 and Packers of Connecticut Leaf

125 Maiden Lane,
 NEW YORK

JEROME H. SMITH
 EDWIN SMITH

CULLMAN BROS.

CIGAR LEAF TOBACCO,

No. 175 Water Street,

Jos. F. Cullman.

NEW YORK.

JOS. S. GANS

MOSES J. GANS

JEROME WALLER

EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of Leaf Tobacco

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
 AND PACKERS OF

LEAF TOBACCO

Established 1888.

Telephone, 4027 John.

No. 163 Water Street,
 NEW YORK.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St.

CHICAGO, ILL.

Philadelphia Tobacco Trade.

CAN A UNION BE SUED?

A hot legal fight, in which some questions of unusual interest regarding technical law will be introduced, is expected when the suit of Edward Ehrlich, a New York cigar manufacturer, against Local Union No. 165, Philadelphia, Cigar-makers' International Union of America, to recover \$48,000 damages for alleged breach of contract, comes up in the United States Circuit Court.

The cigarmakers' union has retained the services of ex-Judge Maxwell Stevenson as its counsel, while Ehrlich is represented by an equally trenchant attorney in the person of Wm. W. Furst.

A statement of claim in the suit has been filed in the court by Lawyer Furst and it sets forth that the union contracted to supply the plaintiff with labels until June 1, but that the union declined to issue them on January 23, thereby causing a great loss to Ehrlich.

The question that has arisen since the suit was first entered is whether or not the union can be sued since it is an unincorporated body. It has been claimed for it that it is merely a beneficial organization looking after the interests of its members, who are generally working cigarmakers; that not being incorporated for the purpose of doing a regular business for gain, it is not liable as a firm or company for damages. The union specifically claims that Ehrlich, who ran a factory for a time at Fourth and Callowhill streets, this city, violated his agreement with the union in several particulars. This was the cause, they claim, that the union labels were no longer furnished the plaintiff.

Attorney Furst scoffed at the idea that the union could not be sued because it was not an incorporated body. He held that the organization was just as responsible to the law as any firm. The fact that it was unincorporated had nothing to do with it. The union was represented by chosen leaders who conducted its business affairs, and it was as responsible for its trading affairs with cigar manufacturers as any other business firm.

The lawyer held that the leaders mentioned as defendants in the suit as having done business with Mr. Ehrlich in contracting for the labels, were mainly responsible for the acts of the union, but that many others would be involved in the case if necessary to get at the bottom facts. He thought that perhaps fifty or sixty names might be mentioned on the defendants' list before the case was closed

before court, and that it would finally take a pretty big check to settle Mr. Ehrlich's claims.

Lawyer Maxwell Stevenson declined to discuss the matter at any length when seen at his office in the Land Title Building by a Tobacco World reporter.

Whether the cigarmakers' union could be sued as an incorporate body or not, he thought to be a grave question that should be decided only by the court and not be discussed in advance. There were other important matters and questions of law that would arise when the case came before the court, which it would not be politic to enlarge upon at the present time.

When Mr. Ehrlich's Philadelphia cigar factory was sold out a few months ago, it will be remembered, that dealer returned to New York, where he had another place of business. It is said that the dealers with whom he contracted for a supply of cigars refused to receive them without the union labels. In securing these labels he was said to have spent \$5,000. This latter statement the union denied and they also claimed that he did not live up to the terms of his contract. Therefore the order to supply him with labels was rescinded.

STOCK AND FIXTURES OF KLINDWORTH TO BE SOLD.

The retail cigar store conducted by John Klindworth, at the northwest corner of Third and Chestnut streets, is to be sold out at public sale on Monday, June 13. William F. Comly & Son, auctioneers, will conduct the sale on the premises. The creditors filed their petition to have Mr. Klindworth declared a bankrupt in the United States District Court last week, and H. B. Hays was appointed the receiver.

This course was pursued by the creditors only after it was found impossible to avoid bankruptcy proceedings. Every other effort was made to secure a satisfactory settlement, but the propositions made failed to please the majority of the creditors. The effort failed also to continue Mr. Klindworth as proprietor of the store, and the only plan that remained feasible was to sell to the highest bidder.

As the stock in the store amounted to over \$1,500 it was the consensus of opinion that no bid should be entertained that was much below that amount. A committee was appointed to visit possible purchasers, but none of these put in a bid equal to the required amount. Bankruptcy proceedings were then insti-

tuted. Mr. Klindworth rented the store and sublet a part to a barber and a boot-black. The cigar store fixtures will be included in the sale.

MISSING CASE OF CIGARS.

The big fire that swept over Baltimore some time ago is responsible in a measure for the suit that has been entered by the cigar manufacturing firm of Jeitles & Blumenthal, Ltd., against the Baltimore & Ohio Railroad Co. The fire destroyed many reference papers and bills of lading that were stored in the company's offices in Baltimore, and, as a result of their loss, the railroad company, it is said, has been backward in meeting the claims for loss in transit of freight.

Jeitles & Blumenthal, Ltd., whose cigar factory is at 865 Randolph street, this city, are one of the shippers who sustained a loss in transportation over the Baltimore & Ohio Railroad about the time of the fire. They have entered suit in behalf of one of their customers at Kansas City, who claims to have never received a case containing 5,000 boxed cigars. The amount involved is something less than \$200, and the suit was entered because of the delay of the railroad company in tracing the case of cigars. The writ has been issued but no itemized claim filed.

Jeitles & Blumenthal, Ltd., have retained Lawyer James Collins Jones as their counsel in the case. The case will probably be heard in the Common Pleas Court No. 5, but no date has yet been fixed. It is a question whether the railroad company will attempt to prove that the goods were destroyed in an accidental fire, like the accompanying papers, thus trying to disclaim their liability to the loss, or whether they will quietly settle the claim of Jeitles & Blumenthal's western customer before the suit comes up before court.

VALENTINE'S B. B. NINE.

The baseball craze has attacked the cigar and tobacco trade and several enthusiastic "nines" have been formed, with prospects of others soon being in the field. Several games have been already played and it is likely that others will be contested each week during the summer season. The fact that many cigar factories and other concerns close down at noon on Saturday, giving the employees a half holiday, makes it possible for the ball matches to come off. The teams that do not happen to have a scheduled game on hand are enabled to put in a good half day of practice, and thus be all the better prepared for the next match.

The base ball craze has taken such a hold in fact that several of the cigar factories propose to have their teams appear

on the field in full uniform, like the professionals. A. S. Valentine & Son have led the van in this direction, supplying their factory team with a handsome gray uniform costing \$4.50 per suit.

The caps have a double stripe of black and the belt and stockings are also of black. Across the front of the shirt are the letters, "A. S. V. & Son" in plain black letters.

The cigar factory of Sulzberger-Oppenheim Co., on Broad street, has also a full-fledged base-ball team, which is constantly being improved by practice or adding new members. This team had an exciting and close game with the Valentine aggregation a week or two ago, but came out second best.

The Valentine has also scored favorably with the T. & O. (Theobald & Oppenheimer Co.) team as well as with that of Frau & Pena, both of which marked exciting episodes. They now have three games with other cigar factory teams to their credit.

The Valentine team initiated their new gray uniforms on Saturday last in a game with the Crescents, at Seventh and Tioga streets. On the 14th inst. they play the U. G. I. team of Darby and a big game is anticipated. The team is aspiring for the local trades' championship and is open to engagements with any team that wants to play. The manager of the team of Valentine "nine" is Robert Cummings, who can be addressed in care of the cigar factory, 116 North Seventh street.

A plan is on foot to get more of the bigger cigar factories interested so that a series of games can be scheduled.

THE INVINCIBLE ROBERTSON.

F. B. Robertson, well known about town, says that there are some people in this city who seem to want to down him but that they can't do it.

It is a well known fact that many a good man has met his Waterloo on encountering a trolley car, but Robertson is a man who has had all such experiences and yet he lives to tell the tale. It is not so many days ago when boarding a Spring Garden street car near his office headquarters that a Ridge Avenue car collided with the car Mr. R. had just boarded, but when he had not yet gotten further than the platform. The force of the collision was enough to jar the nerves of a half dozen other passengers, while the rear fender, steps, and portion of platform were completely torn off. A guard gate was torn from its fastenings and thrown some feet striking Mr. Robertson squarely on the right arm, and sufficiently hard to hurl him from the platform. He was severely hurt, and suffered great pain for some days, but he is about again and now declares that they can't down him.

ROBERT STEEL'S TRAGIC DEATH.

Robert Steel, the well known liquor dealer and cigar handler on Broad street above Chestnut met with a sudden and tragic death last week.

While on his way to his country seat near Doylestown, Mr. Steel fell down a cellar way of a grocery store, which had been left open, and broke his neck. Mr. Steel was 60 years of age, a native of Philadelphia and for many years had been a noted breeder of trotting horses. He was also a member of several clubs and very popular.

SELLING SMUGGLED GOODS.

That there is still some activity in smuggling operations of tobacco at this port is seen by the following items on the notice of Collector of the Port Thomas, which authorizes a public sale on June 14 of merchandise seized by the government—960 cigarettes, in U. S. mail; 50 cigars, on La Lorraine; 25 cigars, by mail; 450 cigars, on steamship Massapequa; 50 cigars, on La Savoie; 375 cigarettes, on steamer Pennmanor; 100 cigars, on August Harf; 400 cigars, on Masconomo; 25 cigars, by mail; 87 1/2 pounds of Sumatra on Pennmanor; 99 cigars, on Pennmanor. James A. Freeman & Sons are the auctioneers, and the sale takes place at the Appraisers' office.

UNION RIBBON CIGAR CO.'S TROUBLES.

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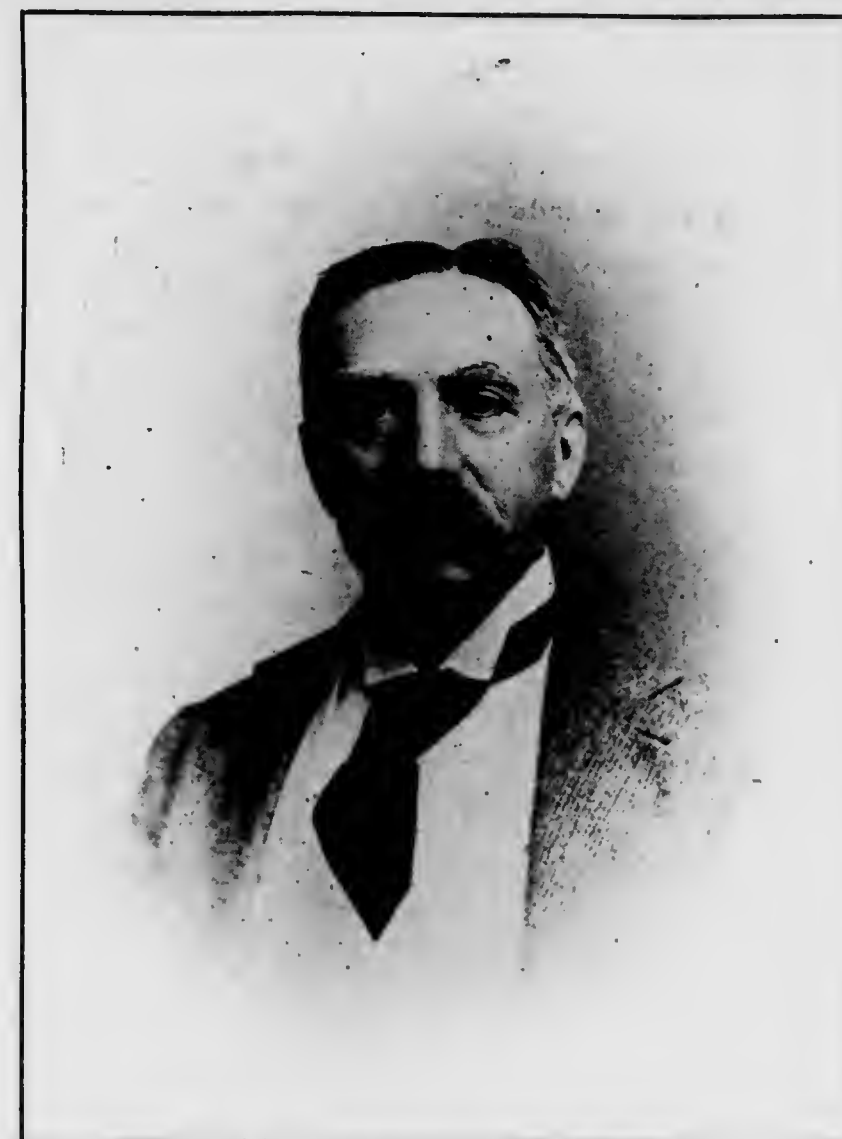
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Stripes at her bow and the club ensign at her stern, with hundreds of diminutive flags of all nations thrown to the breeze, put us at once into touch with the national holiday, and a few minutes later we were sailing north, homeward bound. Just as we rounded Turkey Point once more, and a flock of turkey buzzards was attracting our attention, the sun broke through the clouds in all its splendor, and by common impulse all hands chimed in to sing "Wait Till the Clouds Roll By, Johnny," and—we lit a fresh cigar. At all the various stations holiday crowds came flocking to the water's edge, attracted by the Colma in her holiday attire, and many a kodak was leveled at the rakish little yacht and her human freight.

We anchored off the Philadelphia Yacht Club about 6 P. M., and the last toast, as we sat in the typical club house dining room, brought out cheer after cheer that made the rafters ring: "Here is to our host, Otto Eisenlohr, the prince of fellows, whose friendship we cherish."

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MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars—5c., 3 Sizes

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WHOLESALE

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ROBERT STEEL'S TRAGIC DEATH.
Robert Steel, the well known liquor dealer and cigar handler on Broad street above Chestnut met with a sudden and tragic death last week.

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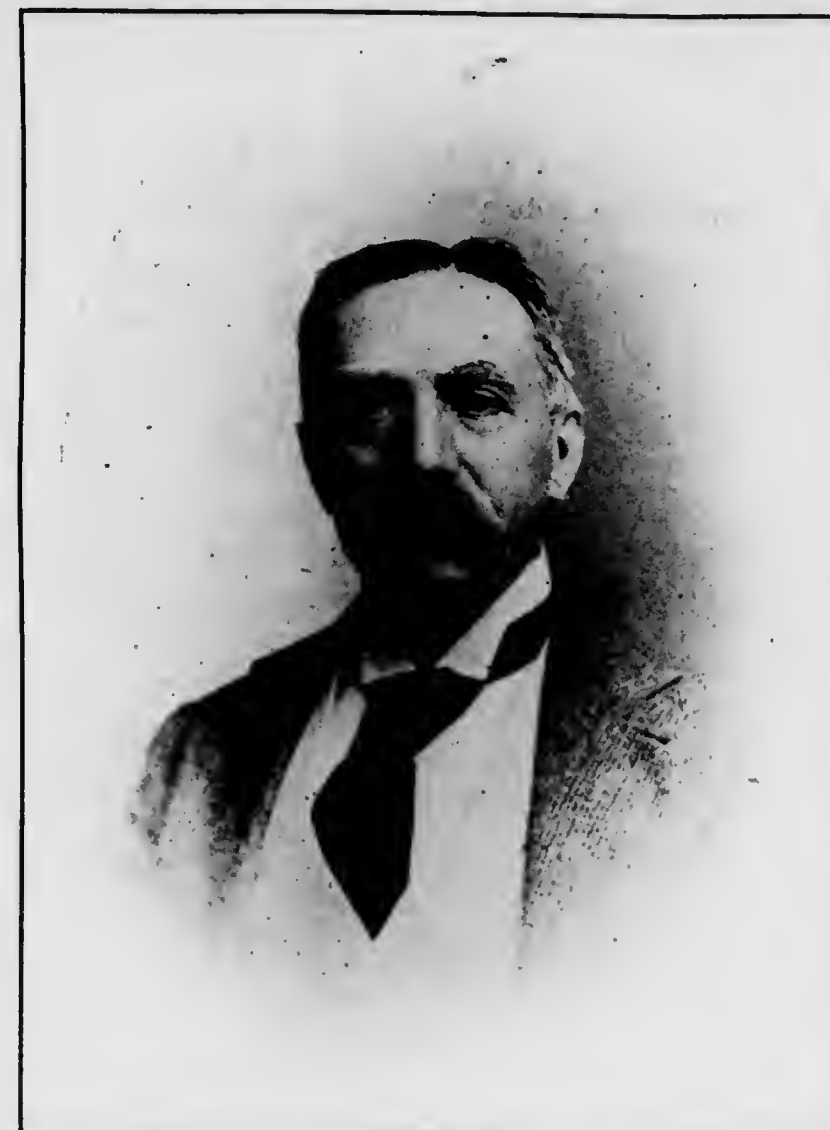
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Deposit, where most of the party disembark to visit the Thomb's Institute, perched up on the hillside, and as the sun is slanting towards the west we are once more back at the club house. But Luna has come out while we are still feasting, and throwing her silvery sheen over the placid waters. Time is called and all hands are once more climbing into a duck boat, and we are taking a spin down the river, nine lighted cigars relieving the silhouette shadows of our forms, until the Colma searchlight suddenly turns night into day, and our chorus "We Won't Go Home 'Till Morning" is answered by the club house clock proclaiming midnight as we touch land once more.

As tobacco men are all more or less mercurial of temperament, when Monday dawned dark and cloudy even a champagne cocktail before morning prayers, refused to key up the boys' animal spirits to concert pitch, until once outdoors we discovered the bachelor bean of the party, Warner Hutchins, making signs to the Colma riding at anchor and dressed up "en fete." With the Stars and

Stripes at her bow and the club ensign at her stern, with hundreds of diminutive flags of all nations thrown to the breeze, put us at once into touch with the national holiday, and a few minutes later we were sailing north, homeward bound. Just as we rounded Turkey Point once more, and a flock of turkey buzzards was attracting our attention, the sun broke through the clouds in all its splendor, and by common impulse all hands chimed in to sing "Wait Till the Clouds Roll By, Johnny," and—we lit a fresh cigar. At all the various stations holiday crowds came flocking to the water's edge, attracted by the Colma in her holiday attire, and many a kodak was leveled at the rakish little yacht and her human freight.

We anchored off the Philadelphia Yacht Club about 6 P. M., and the last toast, as we sat in the typical club house dining room, brought out cheer after cheer that made the rafters ring: "Here is to our host, Otto Eisenlohr, the prince of fellows, whose friendship we cherish."

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars—5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

GEO. F. NASH
P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR. }
A SPECIALTY of Private Trade for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

W. C. JACKSON
Manufacturer of
♦ Fine Cigars ♦
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

John McLaughlin.

J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

Established 1891.

Factory No. 3765.



JOHN ZUDRELL

Manufacturer of

High Grade **Cigars** 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

J. B. Milleysack

Manufacturer of

Fine Havana CIGARS
Hand-Made

615, 617 and 619 Lake St.

Lancaster, Pa.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent

LA FLOR DE A. C. F., 10-Cent

CIGARS

Samples and Prices Sent to Responsible People.

TOBACCO NEWS OF GREATER NEW YORK

The lethargic condition of the leaf trade is quite as pronounced here as, from all reports, it appears to be in other cities, and during the absence of the usually good number of western buyers the houses here are dependent largely upon mail orders and the efforts of salesmen on the road who fortunately continue to send in some orders. Yet the trade is somewhat apprehensive of a continued dull spell until the new goods shall be ready for the market.

The falling off in the out put of cigars in our three metropolitan districts has affected trade with local dealers, and not a little complaint is heard in relation to it.

Since the discharge of the receivers of Sutter Brothers there is a growing activity about the warehouse in this city, and the firm is hopeful of soon getting well under way. Salesmen will be put on the road as soon as practicable, and business will be pushed with renewed vigor.

The American Snuff Co. is evidently having a prosperous business, for the Company has just declared a regular dividend of 1 1/2 per cent on the preferred and 2 1/2 per cent on the common stock, both payable July 1, 1904. Stock transfer books will be closed from June 15 to July 1, inclusive.

The resignation of W. W. St. John, as managing director of the Retail Cigar and Tobacco Dealers' Association, which took effect on Saturday last, has been a topic of much discussion among retail dealers in Greater New York, among whom he is well known. Mr. St. John stated that this action was made imperative by the need of his entire time for his personal affairs. "The association business is in a highly satisfactory condition now," said he, "and can go along very nicely without so much of my time."

Mr. St. John has been succeeded by President T. J. Donigan, who was formerly engaged in the jobbing trade quite extensively, and his wide experience will undoubtedly be of great value and benefit to the association's business. Besides, he is one of the most successful of retail dealers, having at present a number of retail stores.

The American Snuff Co. announces the discontinuance of extra certificates with drop shipments of Horse Shoe snuff, of five tags to the pound, and in lieu of those certificates they offer Horse Shoe rubber snuff pouches with drop shipments in the proportion of one pouch for each

three pounds of snuff, but certificates will be packed with the snuff as formerly, five tags with each one pound glass jar, and thirty tags with each five pound carton.

The Continental Tobacco Co. has declared the usual quarterly dividend of 1 1/4 per cent on its preferred stock and 4 per cent on its common stock, payable July 1; transfer books being closed on June 18, and reopened July 2. The common dividend will be paid June 30 to stock on record on that date.

The establishment of the Horwitz Cigar Co., at 398 Sixth avenue, was damaged by a fire last week to the extent of \$2,000 to stock and building, which was fully covered by insurance.

At the Sumatra inscription at Amsterdam on June 3, E. Rosenwald & Bro. were among the largest buyers, having secured about 1,000 bales, including 639 bales in two running lots of Deli My H., 100 bales of N. A. T. M. S., 100 bales of Lankat Tab. My. V. D. P., and smaller lots of Senembah My K. and U. S. Deli.

A. Cohn & Co. also report the purchase of several very desirable marks, and a total of nearly 1,400 bales—340 bales J. H. Deli, 250 bales L. P. C. Padang-Brahan, 129 bales N. A. T. M., 128 bales P. K. Deli, 100 bales Senembah My K., 118 bales Deli Plantage, 195 bales Sumatra Culture, 56 bales G. E. Lankat, and 45 bales Deli My L.

Hinsdale Smith & Co. bought 100 bales Deli Maaty | D Lankat and Deli Ba My | TH.

S. Rossin & Sons secured 125 bales, a part of which consists of N. S. Deli.

J. H. Duys, of H. Duys & Co., is spending several days in Philadelphia this week.

Rumors have been afloat for some time concerning the financial affairs of a Boston leaf house, but nothing culminated until last week. The house referred to is F. Hirsch & Son, leaf dealers, who were unable to meet an obligation for \$3,384 represented by a note held by Meyer & Mendelsohn, and which came due on June 1. They are believed to owe about \$50,000 in New York and possibly as much more to other creditors. A meeting of creditors is being held at Meyer & Mendelsohn's office to decide on what action should be taken on behalf of all the creditors.

SPECIAL NOTICES.

(12 1/2 cents per 8-point measured line.)

FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application for particulars. Address MANUFACTURER, Box 138, care of The Tobacco World, Philadelphia. 6-1-4t

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS
AND
DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and
Dealer in

LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers
of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.




**The Gilt Edge
Cigar Box Factory**

Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.


Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.



AMERICAN EMPIRE

10 CENT




F. & S. C.

MANUFACTURERS OF HAND MADE

Havana Cigars

FACTORY NO. 12
1ST DISTRICT, PA.

READING, PA.



EL VOLCANO

5 CENT

OUR LETTER FROM LANCASTER.

(Concluded from page 11.)

being wanted there and at Akron. Manufacturers are also experiencing a little improvement in the trade. C. Ruppel, who operates a large union factory, has been putting on additional hands, and has sufficient orders for still more people as rapidly as satisfactory workmen can be secured.

W. D. Sahn has also looked several orders, and will resume operations today.

S. Wolf, of Akron, is preparing for a business trip West during the next ten days.

George F. Weidler, of Akron, left last week for a several days' trip through the coal regions of Pennsylvania.

The M. L. Bixler factory has also enough orders to put several more hands to work.

The S. R. Moss factory people consider themselves rather fortunate having been kept well supplied with orders all of this year, and say that, in fact, their business will show about as large a volume of trade as any time for several years past.

George M. Wood, of the leaf firm of Armstrong & Wood, Elmira, N. Y.; Sam Kaufman, with William Steiner, Sons & Co., lithographers, New York; Dave Kallerman, representing Joseph Hirsch & Son, New York; and Mr. Cahn, representing C. H. Spitzer & Son, New York, were trade visitors here during the past week.

A special exhibit of the Star stories is being made in the show window of Simon Shlissler, on Queen street, and is attracting a considerable amount of attention.

Orders for more than one hundred thousand cigars were booked during the past week by Mr. A. D. Killhofer, proprietor of the Eureka Cigar Factory at Millersville.

A. W. Zug, of 227 North Cherry street, has decided to discontinue manufacturing, and will devote himself more largely to a jobbing business, but will supply his former trade by having goods made up in other factories under contract.

Mr. Zug feels that in this way he can devote more time to the needs of his customers, leaving the factory supervision to rest upon the shoulders of other people.

Louis E. Ryder, the North Queen street manufacturer, has lately returned from an extended Western business trip, during which he booked several very large sized orders for his products.

The J. L. Metzger Leaf Tobacco Company inform us that their scrap fillers, which are all prepared and ready for manufacturers' use, are beginning to be more widely used as the merits of this product become better known. Mr. Metzger is making a specialty of his combination scrap, and is offering his product at 6, 7 1/2, 9 and 12 cents per pound. He claims that all his tobacco is perfectly free from dust and dirt, which is an immense saving to manufacturers, as well as preventing a loss in weight.

At the E. F. Law factory they are quite busy. Mr. Law made a short trip to Philadelphia and vicinity, and, as usual, booked several desirable orders.

J. E. Sherts & Co. are operating steadily a force of about fifty employees, having a well distributed trade which is growing steadily.

T. D. Shortz, leaf dealer on East Fulton street, states that business is

moving quietly, yet in a fairly satisfactory manner. Mr. Shortz is among the more active leaf jobbers, and by his untiring efforts and close attention to business has built up quite an extensive leaf trade.

A. H. Hershey & Co., on North Mulberry street, are about completing a large packing of the 1903 crop. During a preliminary examination made during the past few days they say they have discovered the development of some excellent quality in their tobacco with but a very small percentage of damage, and they now feel confident that the crop will be very desirable.

Marletta.

The V. A. Collins Cigar Company, who removed their business here from McSherrystown early this year, have now gotten the factory in excellent working order. The business was reorganized at the time of the removal of the plant to this place, Mr. E. L. Nissly, of Florin, Pa., becoming treasurer, and recently Mr. A. Z. Sherk was elected president and manager of the factory. Mr. Nissly is already widely known to the trade as a packer of leaf tobacco, and one of the largest in his section, while Mr. Sherk is an apparently young man, but has an extensive experience in the manufacturing line, having formerly been superintendent of the various factories of T. J. Dunn & Co., of Philadelphia. The factory affords employment to about 80 people, and they are operating strictly under the union system. The business was originally established in 1898, but was incorporated only in 1901. Several new lines of goods have been added to their list of brands, making a sufficiently large array to attract the attention of the largest distributor. Their leaders are the "Julian Hawthorne," 10 cents; "Sinsquahanna," "S. and N.," "Our Leader" in the 5-cent line. The "Julian Hawthorne," a 10-cent product, is put up in a particularly handsome package, and the writer may feel privileged to say more about this brand in the near future.

Weightsville.

The cigar manufacturing and leaf tobacco firm of S. R. Kocher & Son, of this town, is without a doubt one of the oldest houses in the northwestern section of York county, having been established many years ago by the senior member of the firm, S. R. Kocher, who now has associated with him his son, Samuel C. Kocher. These gentlemen have brought to bear a wide practical experience in their business, and it can be truthfully said that their goods are general favorites with a large number of distributors among whom they have been successfully placed. Consequently, they are making steady advances annually. The gentlemen comprising the firm bear an excellent reputation for integrity, enterprise and push. The son, S. C. Kocher, by reason of his ability and thorough business activity, has been entrusted with the bulk of the firm's business affairs, thus relieving the father of many cares which had been previously resting upon his shoulders. The plant is equipped and owned by this firm is a large, substantially built structure of brick, advantageously located and conveniently arranged.

S. R. Kocher is one of the most popular business men of Weightsville, and justly deserves the large measure of success which has been achieved by his skill, industry, probity and genial disposition. During his long business career Mr. Kocher has made a wide acquaintance in the cigar trade in many States, where he is always a welcome visitor.

Destructive Fire in Danville.

Several American Tobacco Co. Warehouse Burned.—Loss Probably \$400,000.

Danville, Va., June 6, 1904.

This city was yesterday visited by the largest and most destructive fire that is known in its history, entailing a loss that will probably reach the neighborhood of \$400,000. Four big buildings were reduced to ashes, including Lee's Warehouse, owned by G. Perm and O. Dudley on the east of which was the factory of B. Newgrass, of London, and two on the west owned by the T. C. Williams estate, of Richmond. The buildings were all occupied by the American Tobacco Company, lessee. It is estimated that nearly 4,000,000 pounds of tobacco was stored in the four buildings, all of which was burned.

The building owned by Penn and Dudley was valued at about \$15,000, and was insured for \$10,000; the building owned by B. Newgrass, which is better known as the Scott factory, was valued at \$7,500, and fully insured. The two Williams estate buildings were of brick, and valued at about \$15,000 each, and they were well insured.

In addition to the above damage, the R. J. Reynolds Tobacco Company plant suffered a loss of probably several thousand dollars by water.

Waterloo, Ia., Cigar Man Insolvent

Waterloo, Ia., June 6, 1904.

Lewis C. Stiffer, cigar manufacturer and cigar and tobacco dealer, has filed a petition in bankruptcy. He owes \$260,35 for wages to employees, and also the following secured amounts:

Anna C. Stiffer	\$3,000
Commercial National Bank	1,300
Daniel Snyder	60
Total	\$4,360

Creditors whose claims are unsecured are the following:

Davenport Cigar Box Co.	\$327.14
A. D. Hoover, Zion's View, Pa.	60.00
Bradstreet Co., Dubuque	25.00
J. Cohn & Co., New York	436.75
Sutter, Bros., Chicago	368.79
L. Kuttner & Son, Detroit	290.61

Cedar Valley Mfg. Co.	1.60
J. W. Sefton Mfg. Co.	22.68
G. G. Gheen Leaf Tobacco Co.	23.50
Crump Bros., Chicago	1,028.22
N. Guenther, Cincinnati	205.72
Dr. Hoagland, Waterloo	14.00
Waterloo & Cedar Falls Gas & Electric Co.	21.64
G. W. Bunn	10.60

The total value of the assets is approximately \$1,692.22.

There is a large list of firms indebted to the petitioner for cigars and tobacco.

Hancock Tobacco Mfg. Plant Sold.

Rucker & Witten Co. of Martinville Purchase Richmond Concern.

Richmond, June 3.—After negotiations extending through a considerable period, the big tobacco manufacturing plant of Mr. W. T. Hancock, of this city, has been acquired by the Rucker & Witten Tobacco Co., with headquarters at Martinville, Va. The purchase price was about \$100,000.

Under the new management, the plant, the output of which is now about 450,000 pounds a year, will be developed to its fullest capacity, and will be made one of the largest establishments of its kind in the south. It will be made to handle about 8,000 pounds of tobacco a day, or 2,000,000 or more pounds a year. The force of employees will be very greatly augmented.

The deal was negotiated through the Richmond directors of the Martinville concern, Mr. W. S. Forbes and Mr. J. D. Patton.

—The Wisconsin Cigar Co. has been incorporated at Madison, Wis., with a capital stock of \$1,000 by N. P. Strause, H. M. Curtin and W. E. Earle.

PATENTS RELATING TO TOBACCO, Etc.

761,576 Cigarette box; Alexander A. Brown, Rutherglen, Scotland.
761,625 Match box; Edw. C. Carris, Washington, Iowa.
761,447 Stem for pipes or cigar or cigarette holders; Charles P. Cassidy, Washington, D. C.
761,503 Combined match safe and cigar cutter; H. P. Klein, Chicago, Ill.
761,101 Tobacco stem crushing machine; Eduard Quenter, Cologne-Lindenthal, Germany.
761,547 Combined cigar cutter and match safe; Philip Seiler, Chicago, Ill.

GEO. SCHLEGEL

138 & 140 CENTRE ST.
NEW YORK.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS

AND TRIMMINGS.

GEORGE W. McGUIGAN'S ENTERPRISE.
Conducting an Extensive Cigar and Leaf Tobacco Business at Red Lion, Pa.



GEORGE W. McGUIGAN.

IN developing the important industry which has been thriving marvelously for some time in York county, it has, of course, fallen to the good fortune of the more enterprising men in the trade to secure the major portion of the business, and they have doubtless deserved it, and have gained it by their own energy.

It is, of course, owing to its natural resources and other advantages that the industry has made the marked progress which is recorded in its behalf, yet all these would have counted for nothing had it not been for the foresight and business instinct of such men as the subject of this sketch, who developed the industry to its present immense proportions.

Too much credit cannot, therefore, be given to such men for the interest which they have manifested and the success with which their efforts have been rewarded.

George W. McGuigan, of Red Lion, Pa., we believe, is deservedly referred to as one of the most widely known men in the trade of that county, and it can also be said, one of the most successful ones. Not only is he known as a successful cigar manufacturer and leaf tobacco dealer, but he has become recognized as one of Red Lion's most thorough-going business men, and is associated quite prominently with several important outside enterprises. He has been a member of the Board of Directors of the First National Bank since its organization, and in numerous ways he has done much to promote the welfare of the town.

Owing to his wide business experience his judgment on public matters relative to home advancement is frequently desired. It is also noticed that his opinions

almost invariably carry with them a certain conviction and influence.

Mr. McGuigan began the manufacture of cigars many years ago; in fact, he was one of the pioneer manufacturers in the county. In that time he has noted many changes, some of them of vast importance, and one of the most pleasing features in the improvement of the town is the rapid growth of the industry and the material advancement in the general character and quality of the product of today, compared with what it was in its early history.

It is not yet so long since Mr. McGuigan became more actively identified as a leaf dealer. Like everything else that he undertakes, he entered the leaf business with such a spirit of enterprise that the venture proved a success from the start, and the volume of business now annually transacted by him in this line is quite satisfactory.

Mr. McGuigan also has associated with him his son, Harry, who is indebted to his father for a special training in the business, for it is the senior's well defined purpose to constantly place more and more of the business responsibility upon the shoulders of his son, and to relieve himself to such an extent as to be able to devote more time to his outside enterprises, he now having a well earned competency at his command.

The cigar products from this factory are pretty well known to the trade in different sections of the country where they are meeting with increasing sale. While a number of brands have been introduced from time to time, their leaders at present are: "Light Horse Harry," "La Data," "La Purista," "La Galanteria" and "Indian Bride."



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil. Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,

PACKERS OF LEAF TOBACCO

Reading, Pa.

PACKING HOUSES:
Janesville, Wis.
Milton, Albany.



J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

WASHINGTONIAN

SEED AND HAVANA

10c



A.B. CLIME

TERRE HILL, PA.

STRICTLY UNION FACTORY

FABRICONA · ROLFE'S CHOICE

POINTED ARROW · SHARP KNIFE

5c

10c

Choice of the Market

10¢

5¢

Manufactured by

JOHN J. ESHELMAN

READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H.S. SOUDER

MAKER OF

CIGAR BOXES

CIGAR LABELS

Private Designs a Specialty

Telephone

SOUDERTON, PA.

Metal printed labels

The Cigar Industry in York.

Hindered Somewhat by Damp Weather
—New Factories Licensed—Trade Notes.
York, Pa., June 6, 1904.

Cigar manufacturers were somewhat hampered last week owing to the damp weather, which prevented them from getting the stock dry and caused a number of temporary shut downs.

We are informed by the Deputy Collector of this division of the Ninth District that eleven new cigar factory licenses were issued during the month of May. They are as follows: Henry V. Klunk, Hanover; William H. Lentz, Yorkana; Kate E. Reeve, York; Saml. Leiphart, Grahamville; Thos. H. Olewiler, Windsor; Halleck S. Gross, Dallastown; Wm. M. Blouse, Brogueville; A. Fauth & Co., Red Lion; Max A. Rohland, Dallastown; Charles Snyder, Yoe; Annie M. Schmuck, Red Lion.

Owing to the presence of a few isolated cases of small pox in the city of York, the well known cigar manufacturing firm of Celestino Costello & Co. have adopted stringent methods, and refuse to permit any of their employes to work unless vaccination certificates can be shown. A couple of humorous incidents are told of relating to the vaccinations among their people. While undergoing the operation recently one stout employe fainted at the sight of his own blood, and another, a young woman, declared her intention of leaving York rather than submit to the little scratching.

Several members of the cigar and tobacco trade of this county were buyers of real estate which was sold under the sheriff's hammer last week. W. H. Peters, a well known cigar jobber of Dallastown, bought a farm of 54 acres in Windsor township for \$1,500. M. E. Plymire purchased the factory of the Union Cigar Manufacturing Co., at Loganville, for \$350.

Moses Snyder, cigar manufacturer at Yoe, has just returned from an extended business trip through the West.

D. A. Horn, of the Porto Rico Cigar Co., Red Lion, who has been on the sick list for some time, is now able to be about again and attend to business.

P. C. McCoy, of Dallastown, while admitting that trade conditions were not as favorable as they might be, has no particular complaint to make, as he has been shipping goods right along. Mr. McCoy can turn out 20,000 cigars per day, and is operating a strictly union factory.

W. C. Jackson, of East Prospect, is opening a new factory at Long Level, which will be commenced with ten hands and will be conducted in connection with his present factory at East Prospect. He is expecting, however, to increase his force at Long Level from time to time.

Harry Raber, who was formerly employed by Kerbs, Wertheim & Schiffer, of New York, and who is a thoroughly experienced cigar manufacturer, has associated himself with B. F. Abel & Co., Hellam, and will have general supervision of the several Abel factories which are located at Hellam and Yorkana. Mr. Abel has been engaged in that line of business for the past eighteen years, and has succeeded in building up quite an extensive trade. The latest nickel product of the firm is the Joe F. Willard, which is finding a good market among the numerous seed and Havana lines.

Blessing & Lehman have erected an addition to their cigar factory at Hellam.

A. W. Dietz, at Yorkana, is running a pretty steady force of twenty-five hands on both nickel and two for five cents products.

L. L. Schloss, a cigar broker of Chicago, Ill., visited a number of cigar manufacturers in this section last week.

A. Z. SHERK, President. E. L. NISSELY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.



G. A. KOHLER & CO.
WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125,000.



La Imperial Cigar Factory,
J. F. SECHRIST, Proprietor
Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader.
Known for Superiority of Quality

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. Clarksville, Tenn.
PADUCAH, KY.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

JENNIE LEE

MAMIE TAYLOR

Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS, Packers and Dealers in Leaf Tobacco

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

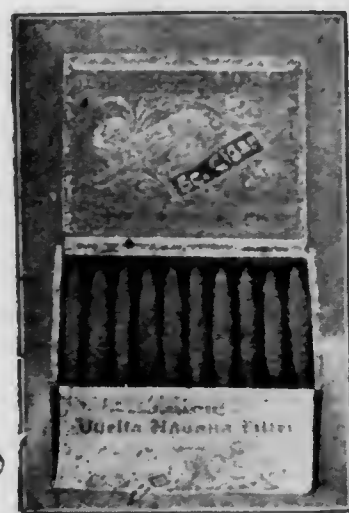
STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



TOBACCO IN IRELAND.

Irish Member of Parliament Gives Hope for Its Future Cultivation.

Tobacco growing has been tried with encouraging success in Ireland, and a great industry in this direction is promised in the near future. Mr. Wm. Redmond, the Irish M. P., in a recent interview, said: "Sir Horace Plunkett, who owns a ranch out in the States, and goes there every year, will shortly return, bringing with him, I believe, an expert to advise about tobacco growing in Ireland. The small experiments which have already been made prove that a certain class grows splendidly in Ireland. It does not yet, of course, compete with the finer products of Virginia, but it has been demonstrated that with care and experience it may be made a very saleable article. The small experiments which have been made having proven so successful, planting on a much larger scale over some hundreds of acres will now be tried. Sir H. Wills, the chairman of the Imperial Tobacco Co., regards the matter with benevolent interest, and the Chancellor of the Exchequer has agreed to give an abatement of one shilling per pound off the excise duty on Irish grown tobacco. This year extensive experiments will take place in Meath and Wexford, and I might remind you that it was down at Youghal, where he lived, that Sir Walter Raleigh grew the first tobacco planted in these islands. All the plantings are illegal under the Act of 1831, and I am introducing a bill to render legal that which the authorities now have to wink at."

Our correspondents write:
Suffield: "In spite of the lateness of the spring and the backwardness of the tobacco plants, Suffield tobacco raisers are beginning to set their fields to plants and soon the click of the tobacco setter will be wafted to our ears from all directions."
Hatfield, Mass.: "Tobacco setting is now the order of the day. C. L. Warner, B. M. Warner, F. H. Bardwell have eight acres already transplanted. Many others have three and four acres. Plants will be plenty next week."
Conway, Mass.: "A little tobacco has been transplanted, but more will be set this week. The plants are coming on very rapidly now."

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The work of transplanting has been started the past week in quite large proportions, and this week will see the bulk of the setting done in this locality. Quite a number have from one to five acres set, and by the middle of the week will be hard pushed to keep up with the growing plants. The plants are looking fine in the beds before setting; no shallow, sickly look to them. Such plants live after being transplanted and usually start off well. The heavy thunder showers, accompanied by hail, last week, have done considerable damage in parts of the valley. The heavy winds blew down tobacco sheds and damaged the glass in the frames to quite an extent. I heard that Mr. Boyden, in Conway, had 350

lights of glass broken in his tobacco bed, the broken glass being quite a damage to the plants and an inconvenience to the digging of the plants in some places. The sashes were lifted from the beds and carried many feet and badly broken, both frames and glass.

On this farm setting began on Saturday, May 28. Nearly enough plants were taken from the beds to set an acre, and by Tuesday, the thirty-first, we shall have enough to set four to six acres we think, so it will be hustle and bustle for all of this coming week. Sales of tobacco at this time of year seem to flourish about like smallpox in dog days or a revival of religion in mud time, for none are reported by our correspondents, nor do I expect to hear of many in the country for the next six weeks to come. All the news in the country will be of transplanting and hoeing, which will begin in another week.

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Conway, Mass.: "A little tobacco has been transplanted, but more will be set this week. The plants are coming on very rapidly now."

East Whately, Mass.: "Considerable tobacco has been set, and much of the remaining acreage will be put out the present week. Plants are looking very well."

North Hatfield, Mass.: "A good showing was made last week in the line of tobacco setting, and we think that this week will see the largest share of the re-

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

\$145,000 GIVEN AWAY!

HOW MANY VOTES

will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand (\$145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000	in cash	\$25,000
To the next	1 person	estimating nearest,	10,000	in cash	10,000
To the next	1 person	estimating nearest,	5,000	in cash	5,000
To the next	2 persons	estimating nearest,	2,500 each,	in cash	5,000
To the next	10 persons	estimating nearest,	1,000 each,	in cash	10,000
To the next	20 persons	estimating nearest,	500 each,	in cash	10,000
To the next	20 persons	estimating nearest,	250 each,	in cash	5,000
To the next	100 persons	estimating nearest,	100 each,	in cash	10,000
To the next	200 persons	estimating nearest,	50 each,	in cash	10,000
To the next	500 persons	estimating nearest,	25 each,	in cash	12,500
To the next	1,000 persons	estimating nearest,	10 each,	in cash	10,000
To the next	4,000 persons	estimating nearest,	5 each,	in cash	20,000
To the next	5,000 persons	estimating nearest,	2.50 each,	in cash	12,500

10,855 Awards, aggregating \$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them:
50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J. BRYAN	(Democrat-Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,914
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti-Fusion People's Party)	50,371
JOSEPH F. MALLONBY	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SETH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (1/2) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,

Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN—LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY

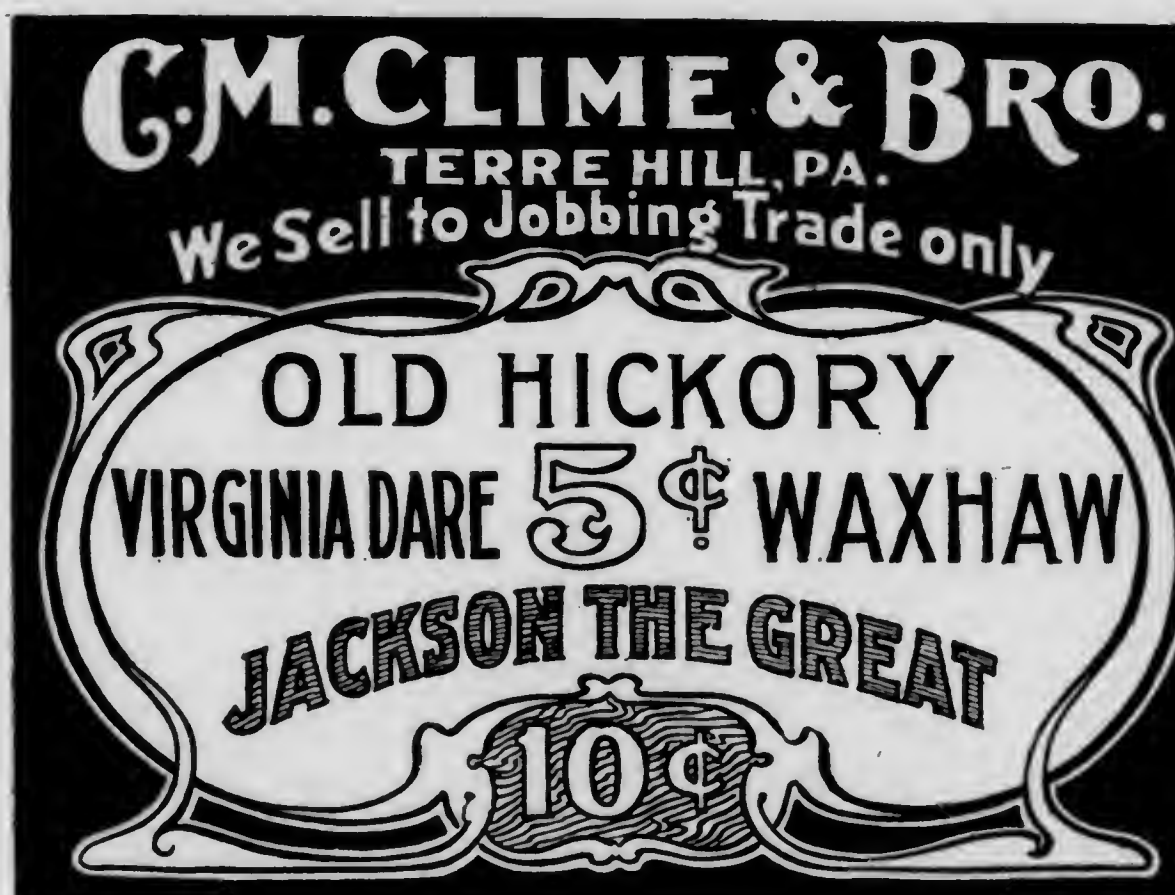
Wholesale
Manufacturer of

High Grade
Seed and Havana

Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.

Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

mainder set out. Plants are looking fine; dark green and stocky."—American Cultivator.

EDGERTON, WIS.

Buying tobacco from country hands is still going on in a moderate way in many of the growing districts but the aim of late is mainly directed to securing assorted lots for which better prices are willingly paid when satisfactory goods are found. The greater share of the bundle goods has doubtless been marketed, and where growers have their tobacco cased they are in position to demand better figures or carry them over the summer. Buyers in the field claim about 25 per cent of the crop remains unsold.

Sales from first hands coming to notice are:

Jens Finsness, 31a at 8 and 4c asst.
H. H. Bjoen, 8a at 7 1/2 and 1c asst.
Henry Lewis, 5a at 6 1/2 c asst.
P. Kelsberg, 6a at 7, 3 and 1c asst.
E. Dahl, 28cs at 7 and 1c asst.
A. Anderson, 3a at 5 1/2 c asst.
E. P. Stensby, 25cs at 6 1/2 c asst.
Henry Johnson, 6a at 4c bl.
Peter Danielson, 40cs '01 at 9, 7 and 2c.

Considerable inquiry is still maintained for old leaf and several moderate sized sales are reported by local packers. Messrs. Shafer and Bimberg have picked up about 200cs during the week in this market. The Bamberger firm purchased 200cs of a Stoughton packer and have a much larger deal about closed with a Janesville firm.

More favorable weather conditions have improved the prospects of the plant beds which now seem able to have plants of proper size at the usual transplanting season.

Shipments, 435 cases, and one car load of bundle goods.—Reporter.

HOPKINSVILLE, KY.

M. D. BOALES.

Deliveries of both loose and hogshead tobacco were good all week, and we had seasonable weather for handling. The loose sales were large—ranging for Lugs, 2 1/2 to 4c; Leaf, 3 1/4 to 7 1/2 c. Offerings on the breaks, 108 hhd; Sales, public

and private, 155 hhd. Prices were easy and lower on the medium grades of Leaf. I quote:

Lugs—Low, 3 to 3 1/2 c; Common, 3 1/2 to 3 3/4 c; Medium, 3 3/4 to 4 1/4 c; Good, 4 1/4 to 4 3/4 c.
Leaf—Low, 4 to 4 1/2 c; Common, 4 1/2 to 5 1/2 c; Med., 5 1/2 to 6 1/2 c; Good, 6 1/2 to 8c; Fine, 8 to 12c.

The planting season has been fine, and fully three-fourths of the intended crop is planted. Planters are more discouraged than ever at the low prices, and are indifferent about planting.

MONTHLY REPORT—MAY.

	1901	1903
Receipts for month,	1,975	1,903
" " year,	3,675	8,360
Sales for month,	316	1,116
" " year,	1,723	3,845
Shipments for month,	529	668
" " year,	2,062	2,624
Stocks on sale,	3,167	5,384
" sold,	348	1,263
Stocks on hand,	3,515	6,647

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in May were 4,573 hhd. Sales " " 1,689 " Shipments in " 2,279 " Total stocks June 1, 7,775 " Buyers' stocks, 935 hhd; Sellers' stocks, 2,462 hhd.

Stocks on storage, not for sale in open markets, 4,378 hhd.

Our receipts this week were 660 hhd; offerings on the breaks, 193 hhd; total sales, 379 hhd.

The demands embraced all grades. The Bremen sorts were sought for, and were irregularly 1/4 to 1/2 c higher. The Light tobaccos and other kinds lacking body were 1/4 c lower. We have had continued planting weather since our last report, and perhaps three fourths of the intended crop is now in the field.

Receipts of loose tobacco have been heavy this week at the prizing houses and loose tobacco warehouses. France has awarded her full contract in addition to the direct purchases, and as the crop is in the main of French qualities, she may take double quantity this year.

QUOTATIONS:

Low Lugs	\$3.50 to \$3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED



Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,

NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,

Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBEER

G. F. SECOR, Special

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

A. KAUFFMAN & BRO.,



EMBOSSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

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LEAF TOBACCO BROKER

Hopkinsville, Ky.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF

Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.
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Barnesville Cigar Co.

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Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited.

Write for Samples.

SOMETHING NEW AND GOOD

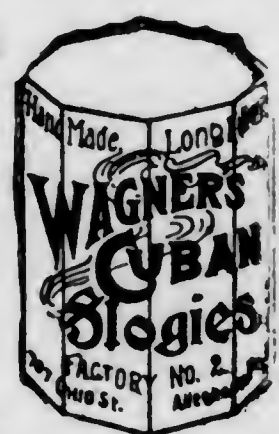
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Business Changes, Fires, Etc.

Arkansas
Little Rock—F. E. McCoy, cigars,
chattel mtge., \$745.
California
Santa Barbara—Catty & Palmer, cigars,
succeeded by F. Bush.
Connecticut
Hartford—Henry M. Rose, cigars, sold
out.

Illinois
Chicago—John Graves, cigars, etc.,
sold out.—F. Mergendoller & Co., ci-
gar mfrs., dissolved.

Iowa
Davenport—Ruppenkamp & Bulthaupt,
cigar mfrs., succeeded by Wm. Ruppen-
kamp.

Massachusetts
Boston—C. A. Thorpe, cigars, etc., bill
of sale, \$1,515.

Minnesota
West Union—J. N. Edmund, cigar
mfr., petition in bankruptcy.

Missouri
St. Louis—Alfred Anderson, cigar mfr.,
chattel mtge., \$1.—N. N. Cohen, ci-
gars and tobacco, chattel mtge., \$200,
discharged.—Sheppy Rabinowitch, ci-
gars, chattel mtge., \$1,888.

Missouri
Jordan—Christ. Simon, cigar mfr., suc-
ceeded by Christ. Simon & Son.

Missouri
Springfield—Monteer & Lee, cigar
mfrs., dissolved.

Nebraska
Fairbury—J. A. Beck, cigars, etc., real
estate mtge., \$700.

New York
Newburgh—Wm. J. Goodgion, cigars,
etc., sold out.

Ohio
Georgetown—H. C. Loudon & Son, to-
bacco, destroyed by fire.

Ohio
Toledo—A. A. Walp & Son, A. A.
Walp, individually, wholesale cigars,
dead, \$1.

Pennsylvania
Lebanon—James H. Hatton, retail ci-
gars and tobacco, dead.

Pennsylvania
Scranton—Louis F. Wenzel, cigars,
real estate mtge., \$3,000.

Washington
Seattle—S. A. Delaney, cigars, dam-
aged by fire; ins., \$700.—T. Sigurd-
son, cigars, etc., damaged by fire; in-
surance, \$400.

West Virginia
Wheeling—Peter Muhn, of Muhn &
Brandfass, cigar mfrs., dead.

—About 12,000 casks of tobacco were
recently shipped from Port Chalmette,
La., to Bremen, on a half dozen sailing
vessels.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots
are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.

Manufacturer of
Fine and
Common Cigars

Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade
EGYPTIAN CIGARETTES

74 Wooster Street
NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

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MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—

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248 S. Front St. and 115 Dock St.

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Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

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PARMENTER WAX-LINED
COUPON CIGAR POCKETS

Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.



ALBERT FRIES, HAROLD H. FRIES
FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House
in the Trade. Manufacturers
and Introducers of the * * *

WORLD-RENOVED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free

The Most Popular Flavors
Since 1855.

Guaranteed to be the Strongest, Cheapest, and Best

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars



Leaders: LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

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FOR SALE BY ALL DEALERS

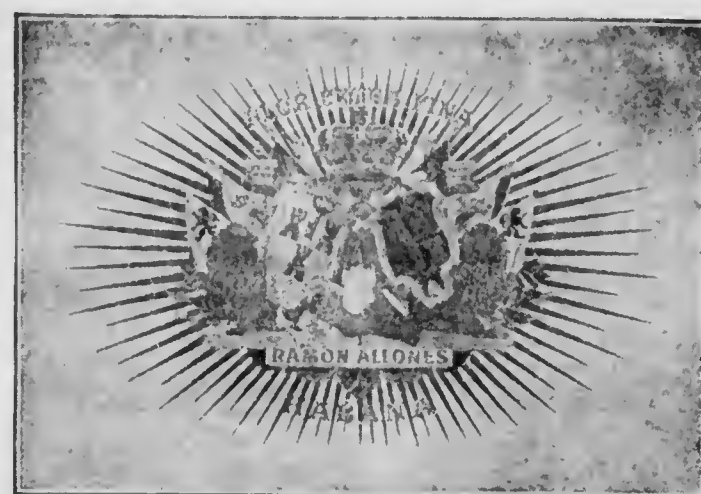


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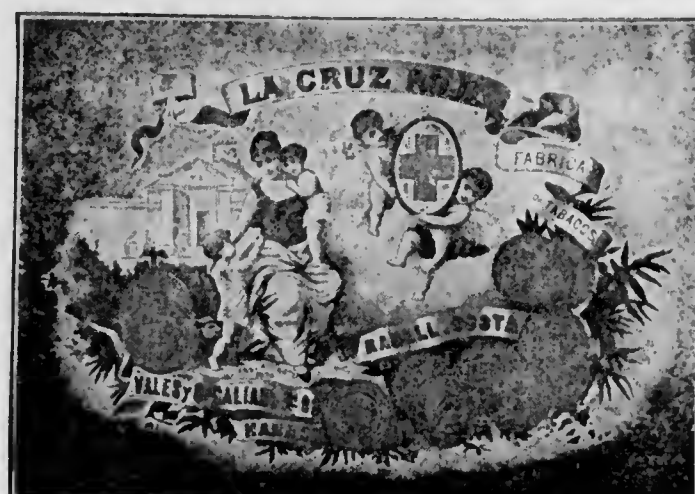
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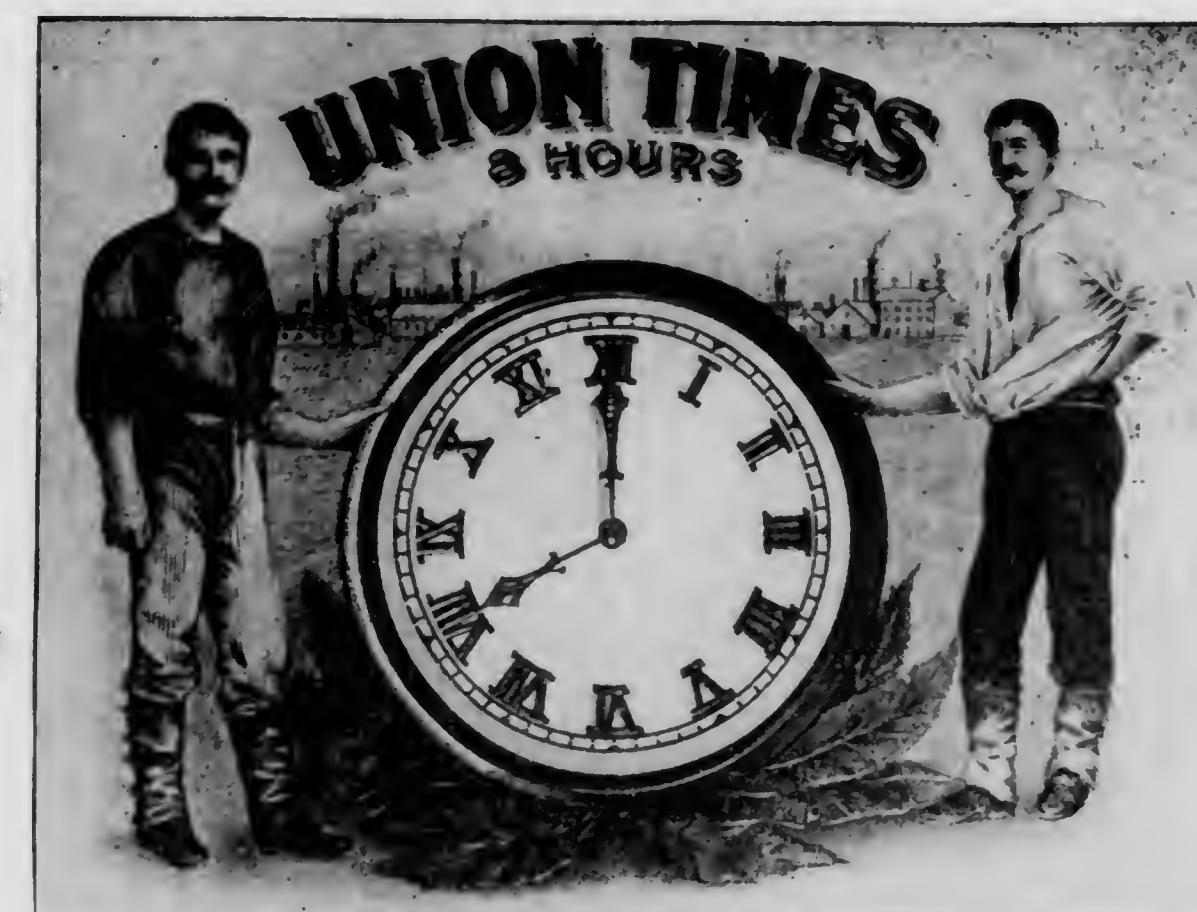


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The Elimination of the Middleman.

IN A Market street clothing house one is confronted with the sign "From loom to wearer." The sign may in this instance have been used and intended only for effect and the statement thereon proclaimed may not be really a fact.

A little further along on the same thoroughfare, we find the following on a store window, "The largest retailers in America." We admit that there is nothing particularly astounding in this sign, either—except the possibly underlying principles, yet we wonder how soon we shall be confronted with a sign on a series of cigar stores, "Direct from Factory to Consumer," or "From Grower to Consumer."

That this has been undertaken there seems little room for doubt; that it will ever become an accomplished fact, to any real serious extent, is perhaps problematical.

It remains true, nevertheless, that the tendency of concentrated capital has already had a doleful influence and a depressing effect upon the energy of the middleman. And for evidence of these facts we need not go far away from home.

Recent combinations among jobbers have but forged another link in the great chain which may some day encircle the entire trade, resulting in a still further curtailment of the opportunities which have been heretofore enjoyed by many, leaving the profit to accrue to the benefit of a few magnates, but at the expense of myriads of middlemen.

Modern business methods are undoubtedly creating new lines of business, but are they not also closing up others? Do they not show little mercy to the middleman?—and the middleman was an important element of the commercial world in other times. Can it be denied that the rapidity of communication and transportation and the

abundance of capital have not already, to a great extent, exterminated the race of great merchants—the merchant princes of their day?

Present indications point to the fact that the middleman has seen his best day, and that his opportunities are rapidly diminishing and constantly drawing into the shallower channels of trade.

Open Shops Must Prevail.

IT is unlawful to compel one to execute any contract. A contract executed under duress is voidable, and duress is present when a party is constrained, under circumstances which deprive him of the exercise of free will to agree to or perform the act sought to be avoided.

This common law doctrine was recently cited by an Illinois Judge in a decision of the Illinois Appellate Court in the case of certain employees, members of labor unions, who had been arrested for picketing the complainant's place of business and interfering with men seeking employment, for the purpose of compelling the employer to sign an agreement providing for a closed shop. It was one of the most definite deliverances upon freedom of contract, the right of employers to conduct their business in their own way and of employees to pursue their employment without molestation, that has ever been made by any judicial tribunal.

It appears that striking employees undertook to compel an employer to sign a certain agreement, which, among other things, required that he should employ none but members of certain labor unions and further that a sympathetic strike to protect union principles should not be regarded as a violation of the employer's contract.

Upon the refusal of the employer to execute the agreement, a strike was ordered. The Court ruled that such an agreement was unlawful in that, if executed, it would tend to create a monopoly in favor of the members of the different unions, to the exclusion of the non union workmen, saying: "Contracts tending to create a monopoly are void."

Thus it was virtually declared that the combination entered into to effect the illegal purpose, the execution of an unlawful agreement, was a conspiracy, and the Court was unable to find any case ruling that a combination of persons to injure the business of another, is not unlawful.

As was disclosed by the testimony, the working employees were obliged to pass through the picket lines of strikers, whose conduct was such as to cause fear "in the mind of an ordinary person."

It was urged for the strikers that they did not use force, threats or intimidation; but that their acts were "mildly persuasive," to which the Court replied that the very presence of a large number of pickets for the purpose of preventing complainant's employees from remaining in his employ was in itself intimidation under the Illinois laws.

Of course, the decision of the Appellate Court awaits review by the Illinois Supreme Court, yet it is reasonable to believe that the highest tribunal of the State will concur and that there will be a final declaration for the maintenance of "open shops."

New Peruvian Tobacco Tariff.

THE Peruvian Government promulgated a new tariff on tobacco this spring which is a big increase over the old tariff. The old and new rates, American money, compare as follows:

Description.	Old Tariff.	New Tariff.
Crude tobacco:		
National	\$0.974	\$1.461
From Ecuador	1.022	1.704
From Mexico and Central and South America	1.071	1.948
Foreign, from whatever part	1.558	2.337
Manufactured tobacco:		
National, in whatever form (cigarettes, cigars, coarse cut, or fine cut)	.974	1.461
Made of foreign tobacco	1.461	2.435
Foreign tobacco—		
Chewing or in powder (snuff)	.974	1.948
Coarse cut or fine cut, in packages or cigarettes	1.461	2.435
Foreign cigars, imported from whatever place, in boxes or loose	1.217	2.435

The purpose of the government is to set aside a fund, derived from this revenue, to promote railroad building.


Tobacco Growing in Burma.

THE experiments made in Burma during the year ending June 30, 1903, in the cultivation of the Havana and Virginia varieties of tobacco, were on the whole unsuccessful, though in most cases the failure was due to climatic causes. Some sixty pounds of seed, imported by the provincial agricultural department were distributed between fifteen districts of Lower and Upper Burma. The only striking success was in the Thongwa district, where Havana seed was not only successful, but its cultivation has gone beyond the experimental stage. The people have not been slow to appreciate the new introduction, with the result that a large trade in Darabyn cheroots has sprung up, the cheroot being prepared from Havana or Virginia leaf thoroughly cured and well rolled.



Protest Overruled.


A DECISION of considerable administrative importance, written by Judge Henderson M. Somerville, was handed down recently by the Board of United States General Appraisers, in New York. It overrules a protest by the American Cigar Company against the assessment of duty on several importations of tobacco, which were held for several months in bond.

Duty was assessed on the weight of the tobacco when it arrived. The importers claimed that it ought to be assessed on the weight at the time of withdrawal from bond, which was much less. Judge Somerville rules that the duty must be assessed on the weight at the time of arrival, and he, moreover, overrules the protest on the ground that it was made before the withdrawal of the merchandise from bond, or in other words, before the cause of action arose.

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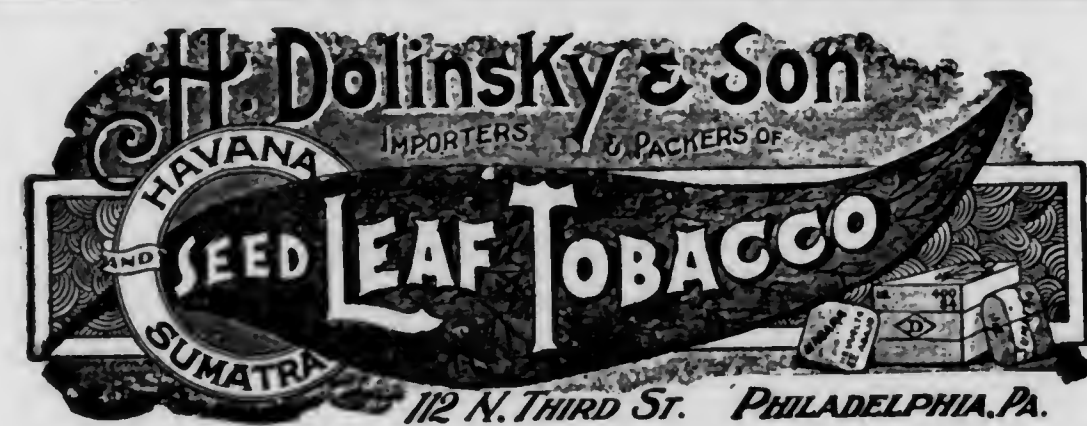
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THE REALM OF THE RETAILERS

LEAD NOT YOUR CLERKS INTO TEMPTATION.

TO the small boy, an orchard overflowing with ripe fruits is a great temptation. To the poacher, the unguarded forests and streams filled with game and fish are constant allurements. To the clerk, to the youthful customer, to members of the owner's family, the open cash drawer in the store is ever a strong temptation, and beckons them onward to take that which is not theirs.

So the husbandman has guarded his orchards with fences and dogs, and the landlord has hired game wardens to care for his preserves, and the storekeeper has adopted devices like the cash register to protect his money.

This removes the greatest cause of crime. Theft, embezzlement, suicide and murder all follow temptation.

Gambling follows temptation.

Allured by the love of money, a weak man or boy may plunge into gambling. At first cards, then horse racing, then speculation. His own income eaten up from losses, suffering for himself and his family staring him in the face, he looks about for means to recoup his losses. He sees the open cash drawer. He thinks. Only a small sum, he reasons, will help him regain his losses. He hesitates. There is temptation. He wavers—he falls.

It is only a small amount, he argues, but again he wagers the money and again he loses. Once more he plunges his hands into that open cash drawer, and deeper and deeper he sinks into theft and embezzlement, until exposure comes, and then it is prison or a suicide's grave.

And all this through temptation.

Had there been a recording machine to guard the cash in that money drawer, the first theft would not have been committed. Temptation would not have been there.

The money was there, certainly, but the mechanical guard had a record of each penny in its lockers, and the weak person, fearing instant exposure, would never have made the first step on his downward course; his family would have been saved a lasting disgrace; his employers great losses, perhaps bankruptcy and commercial disaster.

Did you ever see the picture entitled "Breaking Home Ties"? Just study it. The small, sturdy lad going out into the world with all its great temptations is destined to—what? Will he become faithful and famous through devotion to

duty, or will he fall before the temptations that beset him on all sides?

In the store in which he is to enter there is an old open cash drawer. The boy's pay is not large. Luxuries abound that are not for him. Before him money is exposed hourly with no check upon it. Is he strong enough to resist the temptation of taking just a small sum?

Perhaps he is. Perhaps his sturdy parentage makes him honest. Perhaps the teachings of his mother may follow him through his life and always be a safeguard to him. But is it right to place such a temptation before a lad just entering the commercial world amid strange surroundings, free from the restraining influences of a good home, while around him are others more fortunate in the world's goods?

Some day this subject will be handled exhaustively from the pulpits of the world. Great preachers will thunder against the pitfalls that are set for the young and the inexperienced, and among these will be specified the great temptation of the open cash drawer.

This calls attention to the story of the boy in a small country town in Ohio. This boy came of good, honest parents. He was employed in a local store. In that store was one of the old-time open cash drawers; to it the boy had access frequently.

His duties required him at times to make change, receive money, and frequently to pay out small amounts. Everything went along smoothly for a time, but soon the employer discovered that his profits were dwindling. He knew that he was doing a fair business. However, with a good margin of profit, the store was making no money. He decided that some one must be taking money from the cash drawer.

He decided, if possible, to detect the culprit. In that old, open cash drawer he placed a marked dollar bill and a silver coin, likewise marked. Before night the money was missing. The clerks of the store were called in and searched. On the small boy were found the coin and the dollar bill. The temptation to take that which was not his was too great. He had become a thief.

How much better would it have been, both for the merchant and the boy, had there been a check upon the cash in that store. There would have been no temptation to the lad. He would not have lost his reputation. He would not have been pursued through life by the record

of that first downfall. For the merchant, he lost confidence in his clerks, and soon between him and his employees there was no common feeling.

It is due to the honest clerk that all protections shall be drawn around the money received by him and by his fellow clerks. He should know that when he receives money on his employer's account a proper record is made of it. He should also know that when he pays out money belonging to his employer a like record is made. He should not be placed in a position where, through a temporary lapse of memory goods could be taken from the store not paid for or charged.

Good clerks welcome anything that lightens their labors, that helps them to keep track of the transactions that happen in their particular department, or that promotes a spirit of confidence between employer and employee.

It would be a just motto to place in every store, where all eyes might see it, that impressive sentence from the Lord's Prayer, "Lead us not into temptation."

A CIGAR TALK

In the Washington (D. C.) Star.

"NINE MEN out of ten, when you hand them a cigar, will roll it tenderly between the fingers and smell it knowingly before attempting to smoke it," said an avenue cigar man today. "After puffing on it a minute or two, if you ask his opinion, he will tell you all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In ninety-nine cases out of one hundred his information will be wrong, as only the tobacco expert can quickly judge of the intrinsic merits of a cigar, and frequently he will be at fault."

"For commercial purposes all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are 40 or 50 shades, which are grouped under five subheadings."

"The grade of tobacco used in a cigar has nothing whatsoever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The best known and most frequently used sizes, however, in the cigar trade are the 'conchas,' which are divided into 'bouquet' and 'especial,' 'regalia bouquets' and 'puritanos,' the 'brevia' and 'panatella' having a distinct shape of their

own. The 'panatella' is a long, thin cigar, with tapering ends, whereas the 'brevia' is finished off short at both ends, and has an even thickness throughout, except a slight narrowness at the end which is held in the mouth.

"Undoubtedly the best tobacco smoked in cigars in this country is the native-grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the province of Havana. For his reason many so-called Havanas are in reality cigars made in this country and shipped to the island, whence they are reshipped to the United States, and the revenue stamp is duly pasted on the boxes to deceive the uninitiated."

"Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently in wrapped in Connecticut wrapper, which is colored to look like a Manila wrapper."

"Inferior grades of cigars frequently are made of doctored tobacco, acid being used to stain the wrapper a light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf these little straw colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid stain or not only the expert will be able to determine."

Don't that "cigar man" know it all?

TOBACCO TAGS IN A TELEPHONE.

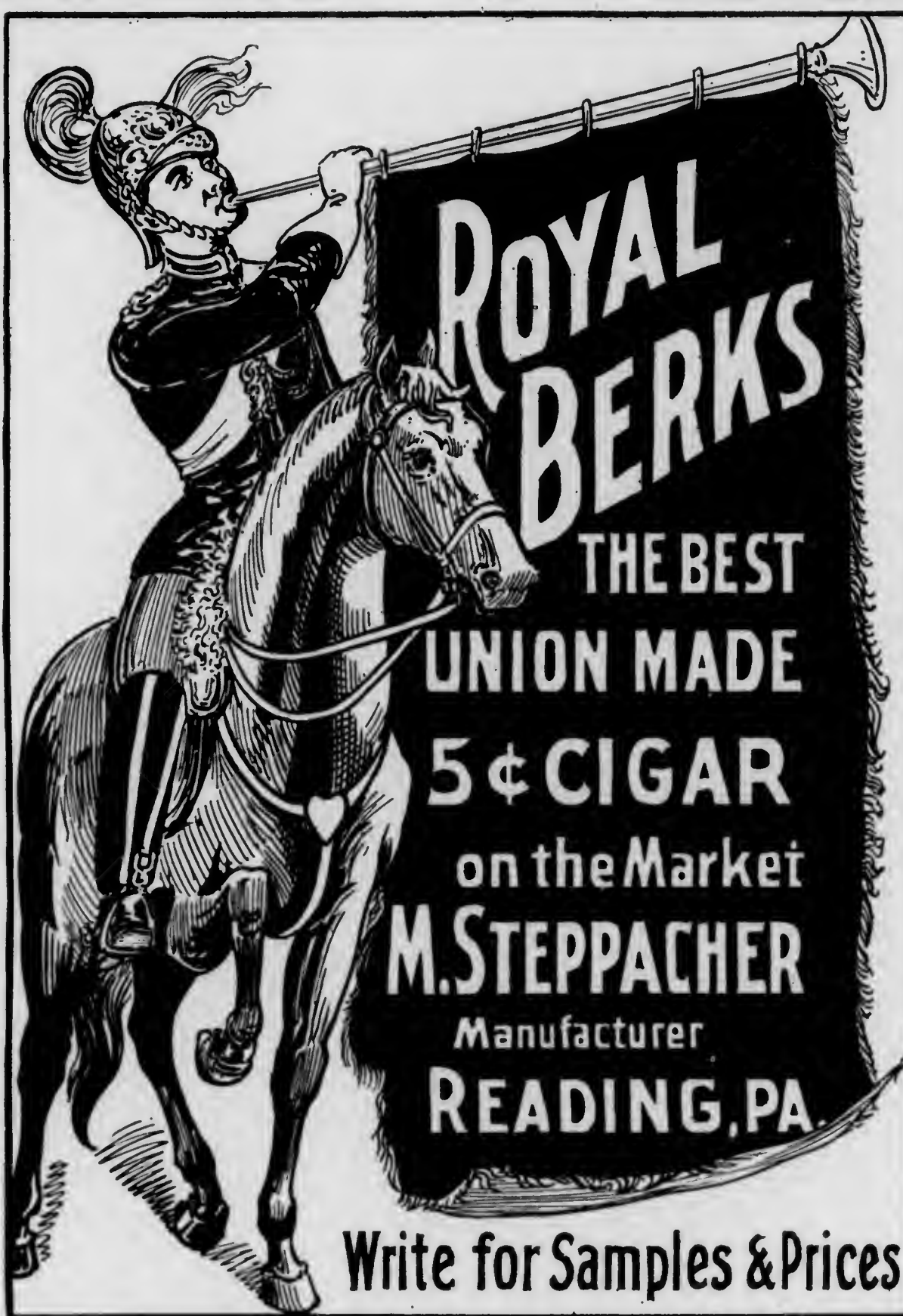
"EVERY TIME I buy a plug of tobacco I telephone to my wife," said a young man who holds the position of elevator operator in a large office building. Why don't you wait until you get home to tell her you purchased tobacco? You must find telephoning rather expensive if you use a pay 'phone?' replied the person to whom the elevator operator had spoken.

"I don't believe I ever told my wife I bought tobacco, and the use of a pay station telephone doesn't cost me a cent."

"I can't see the connection between a plug of tobacco and a telephone message to your wife. What's the answer?"

"I began using a new brand of plug tobacco several months ago," replied the elevator starter with a broad grin, "and I found that the metal tag was the exact size of a dime. My wife is of a nervous disposition, and has a constant dread that some accident will befall me. I got into

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the habit of telephoning to her through a 'phone in a store next door to my home regularly each day. It pleased her, although I sometimes couldn't spare the money. One day I was shy a dime. I happened to think of the metal tag on the plug of tobacco. I dropped it into the slot of the telephone cash box and the bell jingled. Since then I have been saving dimes and the telephone company has been getting a choice collection of tinware. I think I will quit the game soon, for I am afraid the company will prosecute me."—Evening Telegraph.

Consolidation in Louisiana.

The Southern Tobacco Co. Buys Louisiana Tobacco Co.
The Southern Tobacco Company, of New Orleans, La., of which Louis Ed Valloft is president and general manager, has purchased the tobacco business of the Louisiana Tobacco Company, also at New Orleans, the purchase marking one of the largest deals ever made in this line in the South. By agreement of the sale, the entire interest of the Louisiana Tobacco Company in fine cut, plug and smoking tobacco have been bought up by the Southern people, and today the latter ranks as one of the leading tobacco distributing concerns in the United States. According to the purchase agreement the Louisiana people will handle only cigars. On the other hand the Southern Tobacco Company will continue distributing the cigars now handled by that concern.

The entire stock of the Louisiana Tobacco Company was purchased through Mr. Valloft, and this stock will be moved to the Southern headquarters at Tchoupitoulas and Poydras streets, just as soon as the space can be arranged.

In this connection it would be well to say who this Louis Ed Valloft is, and just how he made his start in life. Years ago Mr. Valloft worked with Gustave Craft, who was a small dealer at that time, for the small salary of \$10 per month. Previous to accepting this position Mr. Valloft was a solicitor for Collier's Weekly at a salary of \$45 a month. He resigned this position to take one which paid him but a small salary. In explaining this Mr. Valloft said that he merely wanted to get into the mercantile business regardless of the small salary attached to the job. Through attending strictly to business Mr. Valloft rapidly grew up in the ranks among the clerks, and in 1897, when the Augustus Craft Company was organized, he was made vice president of the concern, having bought a certain amount of stock.

Mr. Valloft remained with the Craft Company as vice president until 1900, when he and four of the traveling men bought out the interests of Mr. Craft, who desired to retire from business, and then the Southern Tobacco Company was organized. Mr. Valloft was made president and general manager of the company. The four traveling men referred to are Messrs. Dreux, Nicolini, Querens and Dearman. When the Southern Tobacco Company started into business it was with a clean ledger. Rapid progress has been made by the management of the Southern Tobacco Company, and today it stands out prominently as one of the largest fine cut and plug tobacco distributors in the United States.

Since Mr. Valloft organized the Southern Tobacco Company he has had nothing but an uphill fight to make. Now he is crowned with victory, for he has accomplished something which few people have experienced, and that something is winning out against the trusts.

"I knew there was a field here for a good business, and I simply made up my mind that I would succeed once I started," said Mr. Valloft, in speaking of the Southern Tobacco Company. "We propose building up a much better trade and will eventually increase our territory though we now distribute our goods in almost every city of any consequence in the United States. But we intend going further."

Mr. Valloft is a director in the Commercial Bank and Trust Company, vice-president of the Southern Can Company, a new concern, recently organized in that city, and is a member of the board of administrators of the Charity Hospital. He is a member of the different clubs in that city and is considered a popular man at every stage of the game.

MICHIGAN CIGAR MEN INCORPORATE
At Grand Rapids, Mich., on June 10, 1904, ostensibly for the purpose of manufacturing cigars, but in reality, it is said, to combat the cigar trust, the National Association of Retail Cigar Dealers has been organized under the laws of Michigan.

The only names appearing in the papers of incorporation are J. E. Dederich, of Toledo, E. H. Hunt, of Memphis, Mich., and M. V. Foley of Saginaw. Dederich and Hunt, however, are shown to hold in trust 332 shares of stock, the names of the real owners of that stock not appearing.

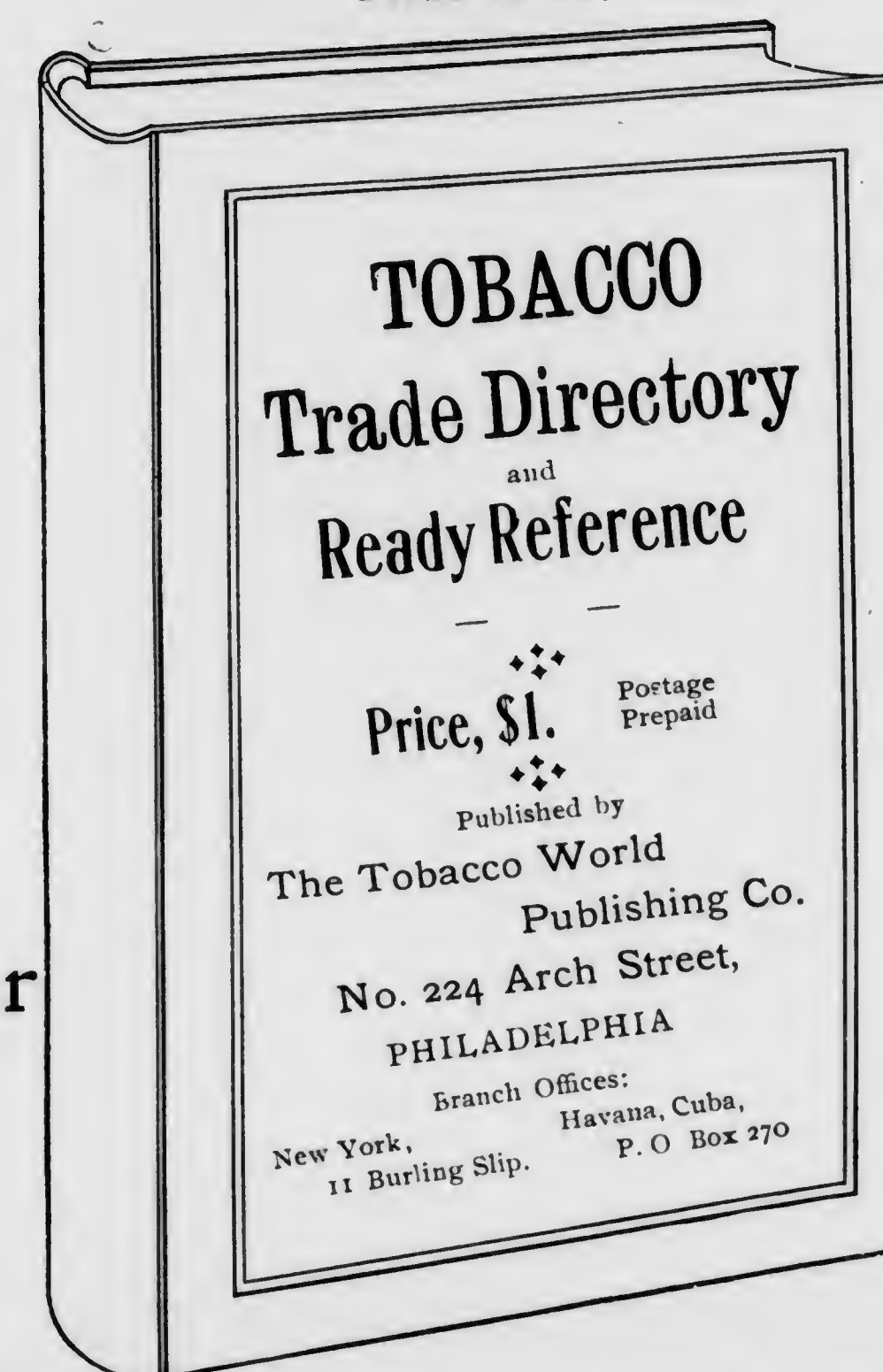
The association is capitalized at \$10,000, one-half of which is paid in.

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It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

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For Wholesale Trade Only,
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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable:

"Angel," Havana Reina 20, Havana

P. O. Box 98

A QUIET TOBACCO MARKET IN HAVANA.

Increased Receipts from the Country—Speculations as to the Quality of the New
Leaf—Warehouse and Factory Items.

HAVANA, June 6, 1904.

The market during the week gone has
been quiet in the city of Havana; only
three or four buyers have visited us. On
the other hand, the receipts from the
country are beginning to show increased

activity again, and they are bound to
grow in importance with the advancing
season. The Vuelta Abajo crop is con-
sidered as a very good one by men who
are believed to have the clearest judg-
ment. It is of a better aroma even than

the 1903 crop, burns well, and while a
part may be of a trifle heavier nature—
therefore necessitating more time in cur-
ing in the bales—the lighter or temprano
part is at least also in evidence. The

growth has been abundant, therefore,
lower prices are confidently expected,
although some farmers are still thinking
of exaggerated figures. While wrappers
are not as abundant as was at first ex-
pected there is, however, a larger per-

centage of light colors than in the pre-
vious year. The Partido crop is also
large in quantity and has some beautiful
wrappers, while fillers may be scarcer
perhaps. A small part only is defective.

Prices are more moderate. While the
Remedios crop is undoubtedly less in
quantity, and higher figures were justified
for the fine part, it seems now that the
extreme prices paid in the beginning have
receded considerably, therefore while the

cost may be fifty per cent higher for
choice first and second capaduras, the
prices for good capaduras may not rule
so high as was thought of in the begin-
ning. Common styles can perhaps be

had later on at a trifle higher figures than
in 1903. Owing to the heavy rains in
the Santa Clara Province the escojidas
may be delayed in commencing work
until the end of this month or the begin-
ning of July.

Sales amounted to 1,937 bales in all,
or 1,152 of Vuelta Abajo, 510 Partido,
and 275 of old Remedios. The United
States purchased 946 bales, local manu-
facturers 956, and European buyers 335.

Buyers Come and Go.

Arrivals:—A. Guedalia, of Guedalia &
Co., New York; B. C. Rosenberg, of El
Provedo Cigar Factory, Tallahassee, Fla.;

Pantaleon Carcaba, of Vega y Carcaba,
New York and St. Augustine, Fla.;
Joseph Mendelsohn, of Mendelsohn,
Bornemann & Co., of New York and
Havana.

Departures:—Antonio Rico and Matt.
Berriman, for Tampa; Sidney Roths-
child, Lewis L. Cantor, S. L. Goldberg,
Ferdinand Oppenheimer, A. Guedalia,
all for New York, and Albert Kaffenburgh
for Boston.

Havana Cigar Manufacturers
do not complain about dull business,
as they do not expect to see a large
business done at this period of the year,
and while most factories are working
with a reduced number of hands, there
are some exceptions, principally amongst

the important independent factories,
which were favored with unexpectedly
large orders, therefore being obliged to
seat more cigarmakers. The Trust con-
tinues its policy of retrenching expenses

and closed one factory in San Antonio de
los Banos, La Rosa Aromatica, transfer-
ring the same to Bejucal, where now, it
is stated, three factories are installed in
one building.

H. Upmann & Co., who temporarily
dismissed some cigarmakers, have
promptly seated more again, as they
received large orders from the United
States, London, France and other coun-
tries. They added 380 bales more to
their purchases of extra fine Vuelta

Abajo, lowland vegas last week, thus
proving their faith in the 1904 crop as
being of fine aroma, good burn and con-
taining fine, light colored wrappers, as
thin in texture as the shade grown arti-
cle, although they have not purchased
any of the latter variety.

Cifuentes, Fernandez & Co., of the ce-
lebrated Partagas factory, have also added
more cigarmakers to their working force,
as they are in receipt of liberal orders
from everywhere.

Behrens & Co. have purchased a tem-
prano vega of Las Ovas, lowland section,
Vuelta Abajo for their Sol factory. Your
correspondent saw and smoked some of
this leaf, which is perfectly cured already,

of fine taste, high aroma, and excellent

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER'S OF CIGARS
and LEAF TOBACCO**

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REMIGIO LOPEZ y HERMANO

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Established 1860

El Riego Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

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VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

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Manufacturers of the
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SOL and
LUIS MARX



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LUIS MARX
HABANA

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
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P. O. Box 431. Cable: "Suarco."

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Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
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P. O. Box 397. Cable: HIMML.
Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.
Cable: "ANTERO."

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S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

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Almacenistas de Tabaco en Rama
PRADO 123,
Habana
Cable: ONILEVA.

Royal Cigar Factory

INDEPENDENT



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DE
PARTAGAS
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Oldest
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The
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Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta, y Partido,
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Especialidad en Tabacos Finos de
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Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

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(S. en C.)
Growers, Packers
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Figuras 39--41,
Havana, Cuba.
Cable Address:
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Manufacturers of
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Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenez." P. O. Box 396. HABANA, CUBA.

burning quality. This vega consists of
250 bales. Orders are arriving for the
Sol brand with regularity.

Rabell, Costa, Vales & Co. continue to
work steadily even in the off season of
the year, and note no falling off in their
orders from the United States, London
and South America.

J. F. Rocha & Co., of El Crepusculo
factory, and makers of the brands Nene
and Jefferson, so well known in the
United States, are also doing well and
are supplied with good orders from all
consuming centres.

Enrique Dorado & Co., of El Rico
Habana, are satisfied with the call for
their cigars in the United States and
Canada. This brand seems to sell well,
particularly in Philadelphia.

Remigio Lopez y Hno. do not complain
and feel convinced that La Mas Ferosa
and Magnetica de Cuba will be asked
for in increasing quantities just as soon
as the smokers in the United States have
given these brands a trial.

Buying, Selling and Other Notes of
Interest.

H. Upmann & Co. shipped 500,000
cigars last week.

Rabell, Costa & Co. sold 271 bales of
Vuelta Abajo to local factories.

Sobrinos de A. Gonzalez turned over
200 bales of new Vuelta Abajo.

Jorge & P. Castaneda disposed of 200
bales of their fine Tumbadero escogidas
to Northern buyers, as well as to local
factories. They have sold more of their
packings this year than any other house
and what this means will be understood
when it is remembered that they have
three packings going in San Antonio de
los Banos alone, besides a fourth escogida
in another town of the Partido section.
They have not yet started their Vuelta
Abajo packing.

Voneiff & Vidal Cruz are working with
a vim, and Don Francisco Vidal Cruz is
on the go constantly to attend to their
escogidas, as well as to the heavy demand
for new goods from their numerous cus-
tomers. They again shipped 200 bales
to their Tampa friends this week.

Loeb-Nunez Havana Co. sold and
shipped 172 bales of old Remedios and
Vuelta Abajo, and will very soon start
their various packings in the Vuelta
Abajo and Vuelta Arriba districts.

Muniz Hnos. & Co. have just com-
pleted various purchases in the Vuelta
Abajo lowland district, as well as Lomas,
amounting to over 1,000 bales. Their

buyers are actively in the field, and have
no hesitation in making their selections
at ruling prices. Amongst their acqui-
sitions are Las Cuchillas de Monterey de
Maniel Llano of San Juan and Martinez,
some 365 bales; the Sabana Llana vega
of Felipe Maron, of Luis Lazo, and the
Cueva de Majagua of Pedro Gomez. All
these vegas have a fine and large assort-
ment of light colored wrappers. In the
Remedios district they have three esco-
jidas going this month, one in Santi
Spiritu, another of their own Santana
farm near Santa Clara, and the famous
Barrabas, which will yield about 3,600
bales in all.

A. M. Calzada & Co. sold 150 bales of
Vuelta Abajo to local factories this past
week.

G. Salomon y Hnos. disposed of 99
bales of Vuelta Abajo to Northern cus-
tomers.

Gonzalez Benitez & Co. have been
established only three years in the to-
bacco line, but they have understood
how to gain a well earned reputation for
keeping good tobaccos and selling them
at reasonable prices. As they have many
friends in the Vuelta Abajo, Partido and
Remedios districts they receive quite a
respectable number of vegas upon con-
signment, besides making escogidas of
their own in the three sections above
cited. As they are hard and intelligent
workers their business is bound to in-
crease in the years to come, as the buyers
who have traded with them once are al-
ways returning to them. Last week they
sold 50 bales of Partido and Remedios.
The friends of Don Antero Prieto y Gon-
zalez will sympathize with him in learn-
ing that he is in mourning owing to the
death of his mother.

Avelino Pazos has just returned from a
trip to the Vuelta Abajo and the Partido
districts, and besides his purchases in
bundles for his two escogidas in Pinar
del Rio and Rincon he has secured
several vegas packed by farmers, so his
total purchases will be about 1,000 bales
of Vuelta Abajo and 1,500 bales of Par-
tido tobacco when complete. That he
has only secured the choicest of this
year's growth goes without saying, as
Don Avelino is an expert judge of the
nicotine weed.

Receipts From the Country		
	Week Ending	Since
	June 4.	Jan. 1.
	Bales	Bales
Vuelta Abajo	3,940	17,724
Semi Vuelta	364	1,037
Partido	2,157	14,660
Matanzas	—	112
S. Clara & Remedios	26	5,875
Santiago de Cuba	—	242
Total	6,487	39,650

J. F. ROCHA & CO.

Manufacturers of the
Celebrated Brands

"Crepusculo," "Nene"
and
"Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR,
No. 63 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
HABANA, CUBA.
Cable:—ZALIDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Estrella 42, Habana, Cuba.
Cable: GRAPLANAS.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable: "Blasco." Habana, Cuba.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
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Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

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GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
ESTRELLA 25, HABANA, CUBA.
Cable:—Pulido.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable: "CALDA." HABANA, CUBA.

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

J. & E. Cranz, Importers of Sumatra Tobacco, 144 Maiden Lane, New York.

Adolfo Moeller & Co.

Importers of

Havana Tobacco

Exclusively

No. 161 Water Street, New York

Almacenes de San Ambrosio, Havana, Cuba



111 Fifth Avenue, NEW YORK

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La Espanola	La Flor de Ynciao	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguada
La Flor de Naves	El Agulla de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Muriel
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estrella	J. S. Muriel y Ca.
	H. de Cabanas y Carbajal	



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CABLE ADDRESS "TACHUELA"



J. BERNHEIM & SON
HAVANA TOBACCO

NEW YORK.

HAVANA, CUBA.

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Importers of

Sumatra Tobacco

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Jos. Mendelsohn.

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Mendelsohn, Bornemann & Co.
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Established 1840.

Cable "Nargh."

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and Packers of Connecticut Leaf

125 Maiden Lane,
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CULLMAN BROS.
CIGAR LEAF TOBACCOS,
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JOSEPH S. GANS & CO.

Importers & Packers of Leaf Tobacco

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS
AND PACKERS OF

LEAF TOBACCO

Established 1888.

No. 163 Water Street,
NEW YORK.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St.

CHICAGO, ILL.

Philadelphia Tobacco Trade.

FRISHMUTHS' BIG TOBACCO WORKS.

The tobacco manufacturing firm of Frishmuth Bros. & Co., on Third street, this week begin to store goods in their mammoth new tobacco factory, at Seventeenth street and Lehigh avenue. The buildings will not be complete in their entirety until about the middle of August, when the firm will sell out or lease their present factory and move into their more spacious quarters. The installation of improved electric machinery throughout will take some time, but the contractors are confident of having the buildings ready before Sept. 1. Hewitt Bros., architects, who made the plans of the Land Title Building and other immense structures in Philadelphia, designed the Frishmuth factory. The builders are Roydshouse, Arey & Co., who are erecting the Hotel Stratford at Broad and Walnut streets.

The factory, as it is being pushed forward to completion, covers an entire block. Its dimensions on the different thoroughfares are as follows:—Glenwood avenue, 107 feet; Lehigh avenue, 580 feet; on Pennsylvania Railroad, 650 feet, and Seventeenth street 345 feet. Altogether the buildings cover over 1,000,000 square feet.

The stock transferred this week will be placed in the store house, said to be one of the largest buildings of the kind in the city. In it automobile races could be held, or a regiment of soldiers could use it for drilling purposes. It is 34 x 201 feet.

The main building of the works is a four story factory facing on Seventeenth street and Glenwood avenue. There will be a handsome office and printing house on Lehigh avenue, while the box factory will adjoin the storage house near the junction of Lehigh avenue and the Pennsylvania Railroad.

Some beauty will be added to the landscape by two big grass plots in front of the buildings on Glenwood and Lehigh avenues.

Contracts for the motors have been awarded to Walker & Keppeler, while the engines and boilers will be furnished by the New York Safety Engine Company. New tobacco making machinery will be installed. The buildings and grounds cost \$300,000, and it is expected that the machinery, furniture and other apparatus will finally bring the cost of the plant up to \$1,000,000. It is to be one of the finest works along the Pennsylvania Railroad.

BAYUK BROTHERS' PICNIC.

Amid the blare of trumpets and band horns the cigarmakers employed by Bayuk Brothers Cigar Company, 519 Market street, will give a coaching party and a big picnic about the 2nd of July. The tallyho coaches that are to bear the picnickers will assemble at 519 Market street at 7 o'clock in the morning and will proceed up Market street to Broad, thence to Columbia avenue and out Ridge avenue to the private park that has been selected near Manayunk.

The excursionists, who will number at least 200, will all be dressed in white, both male and female, with the dark blue ribbon of the Havana Ribbon Cigar on their hats or caps. Among the Bayuk cigarmakers there is considerable musical talent which will be utilized on the picnic. A colored quartette from the factory will furnish sentimental and minstrel songs, which no doubt will add greatly to the entertainment on the grounds.

The subject of having a big picnic this year caused much enthusiasm among the cigarmakers of the factory and when the question was broached to Bayuk Bros., the firm promptly endorsed the idea and contributed liberally toward the expenses. The Bayuks will attend the picnic in person and contribute toward the festivities.

Each of the tallyho coaches will be drawn by four horses, which will be decorated with big ribbons bearing the inscription, "Havana Ribbon Cigars Picnic." There will be plenty of refreshments on the ground selected by the committee on arrangements, and a good time is anticipated.

WERE EHRLICH'S CIGARS OF NON UNION MAKE?

There was another chapter in the suit of Edward Ehrlich, of New York, against Local Union No. 165 of the Cigar Makers' International Union during the week, when Charles Willenski filed a denial of breach of contract in the United States Circuit Court. Willenski is a prominent member of Union No. 165, and his answer, a non assumpsit plea, was filed in behalf of that organization.

A tinge of sensation is added to the suit by the fact that Willenski alleges fraudulent practice and the corrupt use of money in procuring union cigar labels and acting in collusion with the shop collector of the union. While Willenski admits that an agreement was made with Ehrlich by W. C. Hahn, business agent and secretary of the union, he avers that

the latter had no authority to execute such a contract.

Willenski further alleges that the plaintiff, Ehrlich, lost his right to the union labels because, the union believed the labels were used upon boxes containing cigars made by non union labor.

The suit has not yet been ordered down to be listed for trial in the United States Circuit Court, and the clerk of that tribunal said that it would hardly come up before next October. It would probably be a jury trial, and witnesses on each side be heard.

The fact that the secretary of the union is charged with executing a contract that he was not empowered to do points to some dissension in that organization. The question as to who got the money that Ehrlich is alleged to have spent in securing the labels, may develop some interesting facts concerning the art of "graft."

Ehrlich claims \$48,000 damages, it will be remembered, for the loss of his business, and, incidentally, his factory in this city, due to the refusal of the union to furnish him with labels. His claim is that union men made the cigars that were boxed and bore the union label.

This seems to be the principal point of difference between Ehrlich and the union. Owing to the various questions and charges involved the case can hardly be settled by the court without hearing testimony at length for both sides.

YAHN & McDONNELL'S NEW STORE

A handsome new cigar store will be opened July 1 at the northeast corner of Fifteenth and Chestnut streets, by the firm of Yahn & McDonnell. This firm is a new one, but both of the members are well known as experienced men in the cigar and tobacco trade of Philadelphia. For years both have held managerial positions in the M. J. Dalton Co., from which they will resign at the time their own store is ready for occupancy.

M. J. McDonnell has had charge of the Dalton store at Thirteenth and Arch streets, while Robert H. Yahn has been the manager of the company's store at Fifth and Chestnut streets. Both are considered clever and able lights in the cigar business, and with their large personal following are expected to make their mark at Fifteenth and Chestnut streets.

When interviewed, Mr. McDonnell said that, as yet, it was undecided as to exactly what line of goods would be handled at the new store. That information would be given a little later on. It was intended, however, to maintain a high grade retail establishment, and likely a general stock would be required. At present the store is empty.

This firm will make the jobbing trade a specialty, and are confident of exhib-

iting the most exclusive line of strictly high grade domestic seed and Havana goods, which together with a fine line of both imported and domestic clear Havana cigars it is believed will enable them to build up an extensive trade.

As there are several first class cigar stores in that neighborhood, competition is likely to be sharp.

THE KLINDWORTH SALE.

The receiver's sale in bankruptcy of the Klindworth store at Third and Chestnut streets, took place on Monday at 10 o'clock, and all was sold. Fair prices were realized on many of the articles sold. Marcello cigars brought \$9 per hundred, and some other high grade products in like proportion. The sum realized was less than \$1,200, while the stock and fixtures had been appraised at \$1,800. Creditors will probably receive 10 or 12 per cent dividends.

THE MAY PRODUCTION.

The revenue returns for the First District, which includes Philadelphia, Berks, Bucks, Delaware, Lehigh, Montgomery, and Schuylkill counties, shows an output as follows for the month of May:

Cigars at \$3.00	51,656,810
" " 54	32,000
Cigarettes " 3.00	15,000
" " 1.08	4,213,750
" " 54	142,000
Tobacco (pounds)	120,581
Snuff "	373,215

This is an increase in all lines, except snuff, as compared with April, and it is also the largest month of May, in point of output that we have had for some years. The cigar output was larger than April of this year by 4,108,950 and larger than May of last year by 2,340,190.

STEPHEN G. RUTH IN PHILADA.

Stephen G. Ruth, a well known New York leaf tobacco broker, is known to have been very quietly visiting Philadelphia during several days of last week.

Mr. Ruth is also known to be an intimate friend of Roger G. Sullivan, the Manchester, N. H., cigar manufacturer, whose products have lately been attracting some attention in this city, especially the 7-20-4 which is the great factory leader and it is already hinted that Mr. R's visit here may be more significant than it appeared on the surface.

GIVING GELLERS TROUBLE.

J. S. Geller, Sons & Co., of 530 Market street, take exceptions to the methods used by a certain cigar and tobacco salesman in this city. They say that the man has caused them unlimited trouble by using their address as that of the Union Cigar Company, and selling goods to retailers on alleged fraudulent representations.

They claim that the salesman has been going about representing that the Union

Cigar Company would supply such gifts as awnings and show cases in return for good sized orders for cigars. They declare that the Union Cigar Company has no office in the building at 530 Market street and that the concern has no existence at all that they know of. The firm is in receipt of letters and postal cards from retail dealers protesting against the method and representations of the accused agent and they have placed the matter in the hands of the police department.

The Geller firm alleges that on one occasion the accused salesman raised a receipted bill of Gellers from \$7.50 to \$17.50 and collected the money for "Night Clerk" cigars from a saloon keeper near Delaware avenue and Vine street; that he had a young lady accomplice who delivered the goods and got for him the money, the saloon keeper being too busy at the time to give the bill careful attention. He soon found out his error, however, and hastened to Gellers' place, where his loss was made good.

The salesman is also charged by Gellers with selling inferior cigars to unsuspecting retailers, inveigling them into the bargain by offering to furnish them with "Sensation" and other American Tobacco Co. goods at a greatly reduced rate. These latter orders he never sent them, but simply sold them, it is alleged, the cigars at twice their actual value.

With Manufacturers and Jobbers.

The baseball team of the cigar factory of A. S. Valentine & Son last Saturday defeated the Sunset Club by the score of 23 to 3. The Sunsets were unable to hit the balls from their opponents' pitching and scored but 3 hits. The Valentine Club got 23 hits. The latter's battery was Failey, pitcher, and Reed, catcher. This Saturday the Valentine team plays the club of the Suburban Gas Company, at Darby.

The Vicente Portuondo Cigar Mfg. Company continues to be rushed with orders, which are now six weeks ahead of the supply. A new cigar the Lady Lynn, has been launched, and is meeting with popular favor. A new five cent cigar, of superior quality, will shortly be announced. The question of taking a larger building is being considered by the company, so as to extend the factory's working capacity. This change will be made toward the close of the year.

Among Philadelphians who were recently at St. Louis on business trips were: Frank Tchudy, representing Vetterlein Bros., manufacturers of the Saboroso and Wedgewood brands, and Samuel Jeitles, of Jeitles & Blumenthal. Mr. Schoenwald, a representative of the latter firm, has returned from a prosperous western trip.

Secretary Sig. C. Mayer, of Morris D. Neumann & Co., Broad and Wallace streets, is making an extended trip through the South, looking after trade.

W. K. Roedel & Co., the Eleventh street cigar manufacturers, are experiencing a genuine rush of business that keeps all hands occupied. The "Philadelphia" cigar has met with a pleasant reception ever since its advent and is now a permanent seller with the others.

The La Hilda Cigar Factory, No. 231 Chestnut street, is having a good demand for the "La Admirable," "Princess Tampa" and "Resagos" cigars.

The Theobald & Oppenheimer Co. reports great activity among all its factories, and during the past week was obliged to advertise for additional cigar-makers. Superintendent John N. Kolb has started South to visit the company's factory at Tampa. President George E. Spatz has returned from a short trip West.

The Key West factory of A. S. Valentine & Son, of this city, is turning out the new brand of "Valorita" cigars in large quantities. The firm expects that a freight car load of them will arrive this week from the South. Express consignments have already been received and were quickly disposed of among local customers.

Pent Brothers, of Market street above Eleventh, are busy with their stock of "Tahoma," "Asphodel," "Penola" and "Luz de Oro" cigars.

John C. W. Frishmuth, Sr., of Frishmuth Bros. & Co., has taken a trip to Cincinnati and Louisville, to look over the tobacco market. John C. W. Frishmuth, Jr., was unable to report for duty last week because of a sprained ankle, received in jumping over a fence near his home at Riverton, N. J.

The Escort Cigar Factory has just hung out its sign at 331 Arch street, and is getting ready for an active business campaign. This factory was formerly the firm of Frantz & Carlin, which recently dissolved partnership. Mr. Frantz is continuing to manage the new Escort Factory, and will have some announcements to make later on.

The agency for the "Rosalini" five cent cigar, manufactured by J. Whitelaw & Co., New York, has been taken by J. S. Geller, Sons & Co., 530 Market street.

Mr. Koutz, of the firm of Sprengel & Koutz, leaf and cigar dealers, of Spring Forge, Pa., was in town visiting the jobbing trade last week.

Leaf Dealers' Jottings.

Herman Vetterlein, son of Julius Vetterlein, the Arch street leaf dealer, started this week on the steamship Hamburg, for a trip to Europe. The young man recently graduated and on his return will enter his father's place of business. Harry C., the eldest son, who is already identified with Mr. Vetterlein's business house, goes West to attend to packing in Wisconsin and other States.

On the same steamer, the Hamburg, will be Otto Eisenlohr and family, who go abroad on a trip exclusively for pleasure and sight seeing.

E. A. Calves & Co. added largely to sales and receipts last week through the efforts of their salesmen, the best work being done in New York State. C. S. Martinez was out in Pennsylvania, N. H. Meyers in New York State, and E. Hershey in Canada and the West.

The Loeb Swartz Tobacco Company disposed of 20 bales of Sumatra last week and about 35 bales of Havana leaf this week.

Salesman Cooker, representing I. Kaffenberg & Son, of Boston, was in town

during the week making a round among the leaf dealers.

K. Straus, of the leaf firm of K. Straus & Co., has been spending a few leisure days at Atlantic City.

Arthur Loeb, son of Leopold Loeb, senior member of the firm of Leopold Loeb & Co., is in Amsterdam, where he will remain until the last inscription. Already the younger Loeb has purchased 250 bales of Sumatra, most of which is on its way to this country. The Sumatra has been disposed of almost as fast as received.

Benjamin Labe, of the firm of B. Labe & Sons, is still in Amsterdam, and during the week he cabled the purchase of 100 additional bales of Sumatra. The goods will be shipped via New York.

B. R. Mort, with John W. Wartman & Co., is in the West where he will remain for the next three months.

Broker M. Rosenstein has had a rather active week in showing a line of force sweated Connecticut tobacco, and announced a number of sales, but in small quantities.

George Burghard last week had a more than usually good business.

Wm. Newburgh, with the firm of Joseph Hirsch & Son, New York, was among a coterie of traveling men at H. G. Vetterlein's last week. He reported a general improvement in the tobacco business throughout his territory.

Chas. Tole, of Lancaster, and S. L. Johns, of McSherrystown, were trade visitors in the Quaker City this week.

Wm. Newgass, of New York, was among the later arrivals in this city.

Among the Retail Trade.

Boch & Co., on Broad street below Chestnut, has received a consignment of imported Havana cigars, among which are the brands Premeanta and Fina Brena. Another brand that is a good seller is the Flor de Alifari.

E. Y. Sterner's Sons, at No. 20 North Twelfth street, are doing a good business with the General Sheridan, Prudence and Jewel cigars.

Acker's Fancy Grocery under the Reading Terminal Building on Market street, is handling the Manheim and Kittittany cigars.

The store of Godfrey S. Mahn, at Eleventh and Chestnut streets, is having its front renovated and when completed will be one of the most novel along Chestnut street. Mr. Mahn got his idea of an odd store front while traveling.

Walter Lazar, of Chestnut street above Ninth, handles a new cigar called the Campana Espanola, and it seems bound to fall into public favor.

Coates Colman, Fifteenth and South Penn Square, is making a prominent display of the El Volcano and Big Chief Invincible cigars. This dealer announces an improvement in trade since warmer weather set in.

James Stead, the Twelfth street retailer, has had an unusual demand for his XXXX and Mandoline cigars. The same brands are in demand at his Thirtieth street store.

Alexander Levy's new store at 6 North Third street, into which he removed from

his former store at 17 North Third street, a short time ago, is doing a good business, and is handling some of the best brands that are popular in this city.

The Rednor cigar is the winner at Ulrich's cigar store, Front and Market streets, this week.

At Moore's, Second and Market street, the Progresso Perfecto cigar is being featured.

Lowengrund's Third and Market street store is making a specialty this week of the Union Club Havana cigars and the El Royal cigars.

Hancock & Adams, in the Press building announce as a "vacation smoke" the Sweet Florida Stogies, of which they have a good stock.

The special feature of the United Cigar Store, Tenth and Chestnut streets, this week, was the display of Prince George, Robin Hood and Lillian Russell cigars.

Coveler's store, on Thirteenth street, opposite Wanamaker's has a good demand for the Don Coveler and La Guyla high grade cigars.

A. C. Burton & Co., of Sixth above Chestnut streets, manufacturers, have a large display of the La Suelkena cigars, one of their best sellers.

H. B. Grauley's store at Sixth and Chestnut streets, now has as leaders the Belle of Cairo and Golden Rule cigars.

A Ditenko, whose store is on Fourth street opposite the Bourse building, has a good seller in the "Recommend" cigar.

The big Dutch clock at Gellers' cigar store, on Market street, near Sixth, was won by ticket No. 1796. The customer that holds that ticket can secure the clock by applying for it.

E. N. Moore's store at Second and Chestnut streets, has been making a display of the La Jobyna and Waldorf cigars.

Sharlip Bros. concern on Seventh street above Market, is turning out new editions of the Sharlip Special, Blue Princess, and El Winneto cigars. S. Sharp-lip's store, on Sixth below Arch street, is making specialties of the Crito, Mercator and Little Bouquet cigars.

The cigar stand of the Terminal Bowling Academy, in Filbert street, conducted by Warren & Co., is at present handling the "George Fox" and the "Star and Crescent" cigars.

C. R. Jones & Co.'s store at Sixth and Cuthbert streets is dealing in a particularly good line of Great Combine and Havana Twisters.

Among the cigar men visiting the city during the week were Henry Krauss, of Krauss & Co., Baltimore, and H. E. Jenkins, of Lansdale, Pa.

M. C. Vanaman's store, on Fifth street, below Market, has an attractive window display of Vannette, Regby and La Esencia cigars.

The cigar store at 1445 Westmoreland street is now managed by George B. Jackson, whose former partners, Payne and Enos, withdrew in his favor.

Joseph Way's Perfecto and Dependo cigars are in demand in the Market street store and are being particularly specialized this week.

The Hotel Vendig has an oriental window display of the Mogul Egyptian cigarettes. The King Clay and the Flor de Vendig are the leading cigars displayed.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application. For particulars address MANUFACTURER, Box 138, care of The Tobacco World, Philadelphia. 6-1-4t

TOBACCO NEWS OF GREATER NEW YORK

It is shown by the internal revenue returns that May was really a better month in the cigar and tobacco trade than was anticipated, and yet it is behind as compared with the same period in 1903. The stamp sales for the two principal metropolitan districts—second and third—were as follows:

Second District.		
Cigars	at \$3.00	22,561,160
Little cigars	" .54	5,515,060
Cigarettes	" 3.00	279,350
Cigarettes	" 1.08	88,160,000
Cigarettes	" .54	1,160,000
Tobacco (pounds)		748,813
Snuff		741

Third District.		
Cigars	at \$3.00	59,602,700
Little cigars	" .54	1,204,000
Cigarettes	" 3.00	647,200
Cigarettes	" 1.08	52,980,000
Cigarettes	" .54	1,354,000
Tobacco (pounds)		25,085
Snuff		7,657

The two districts combined show a general decrease for the eleven months ending May 31—

In cigars	at \$3.00	33,055,530
In little cigars	" .54	29,081,203
In cigarettes	" 1.08	2,305,883
In cigarettes	" .54	11,567,655

An increased output is shown in cigarettes at \$3.00, of 851,640 in tobacco, (pounds) 51,764

The more or less numerous complaints from the leaf trade would have indicated a much greater decrease in production. Happily, however, there is some indication of improved conditions in that branch of the trade.

Interest at the Sumatra inscriptions seems to have been well maintained according to the reports of the last inscription which was held on June 10, when about 2,300 bales were purchased for the American trade. Announcements are already being made of quite a number of buyers intending to remain for the last two inscriptions, which will occur on July 1 and 8. At last Friday's inscription A. Cohn & Co. and E. Rosenwald & Bro. were among the largest buyers.

A. Cohn & Co. secured 700 bales, including the following marks: Deli My N O; L P C; K F S; S S K Senembah; and N A T M.

E. Rosenwald & Bro. secured 153 bales of Deli My T S; 139 bales Senembah My P; 131 bales H Deli; 87 bales W & V S Deli Langkat; 59 A K Deli, and other marks.

Jos. Hirsch & Son purchased 275 bales of various marks.

G. Falk & Bro. purchased 413 bales of first and second sizes.

H. Duys & Co. secured 140 bales, consisting of 66 bales Deli My T S and 74 bales of Amsterdam Deli C J H.

The Appellate Division of the Supreme Court last week handed down a decision

in favor of the defendants in the case of N. & E. Salomon Tobacco Co. against S. Auerbach & Co., reversing the decision of the lower court and ruled that the duty refunded by the government belongs to the importer and not to the buyer.

Gans Bros. have secured a victory against the cigar firm of Rosenthal Bros. upon the infringement or imitation of their trade mark known as Dona Roma, which the courts decided was their exclusive property.

John W. Merriam & Co., of Bull Dog fame, have secured a victory in the case of Otten & Vine, cigar manufacturers at Gloversville, N. Y., who had put out a brand of cigars under the name of Bull Dog, which was decided to be an infringement on the Merriam trade mark. The latter firm has withdrawn the brand name and is using in its stead Good Point.

The recent action of the Metropolitan Tobacco Co. in refusing to supply jobbing houses in Brooklyn has caused considerable alarm and consternation throughout the borough. Most of the jobbers to whom supplies have been refused are operating peddlers, wagons, and supplying numerous small dealers throughout the city with goods of all kinds, and it is now believed that this same policy will be extended to Manhattan and other sections. It has naturally caused a great deal of consternation among a goodly number of extensive jobbers whose business almost reaches the proportions of a jobbing house.

Trujillo & Co. will this week take possession of new office headquarters at 86 Beaver street in suite 304-09, which will give the firm ample office and storage facilities for carrying the stock of goods requisite to its growing trade here.

Thos. A. Dean, who for years has been one of the most active officials of the Cuban American Mfg. Co., has been confined to his home for several weeks by illness, but is now convalescing, and it is hoped that he will soon again be able to take up his usual duties.

Jos. Mendelsohn, of Mendelsohn, Bornemann & Co., who headquarters are in the U. S. Arcade Building, is now sojourning in Havana, where he is conducting negotiations with several large concerns for the handling of their Havana leaf.

A. Goldberg, of Conradi & Goldberg, San Francisco, Cal., has been a recent visitor in the leaf market here.

TRADE NOTES.

Albert Willock has started a cigar factory in the Keister Building, Mason City, Ill.

Albert C. Phillips has opened a cigar factory at 320 South Avenue B, Canton, Ill.

A. A. Williams, of Drakesville, Ia., has sold his cigar factory and retail store to William Sales, of Bloomfield, Ia., who will continue the business as heretofore.

John Vogel has bought the interest of E. A. Jenke in the cigar factory at Mapleton, Ia., and has formed a partnership with A. Rasmussen for its operation.

Americans have bought about \$500,000 worth of licorice root in Smyrna. The root is largely used for extracting and making licorice paste for tobacco manufacturing purposes.

The Empire Tobacco Company of Canada has opened a premium department in the Monument National Building for the redemption of premium tags on that company's products.

United Cigar Stores Company of Chicago, by its President, A. S. Curlett, filed articles to operate in Wisconsin. Capital, \$60,000, and it has property in Wisconsin representing \$5,000 in such stock.

The George C. Spencer Cigar Co., of St. Louis, has been incorporated by Geo. C. Frank P. and John A. Spencer, with a capital of \$29,000—50 per cent paid in—to manufacture cigars and deal in smokers' supplies.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

J. B. Milleysack

Manufacturer of

Fine Havana CIGARS

Hand-Made

615, 617 and 619 Lake St.

Lancaster, Pa.

W. C. JACKSON

Manufacturer of

Fine Cigars

East Prospect, Pa.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Established 1891.

Factory No. 3765.



JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

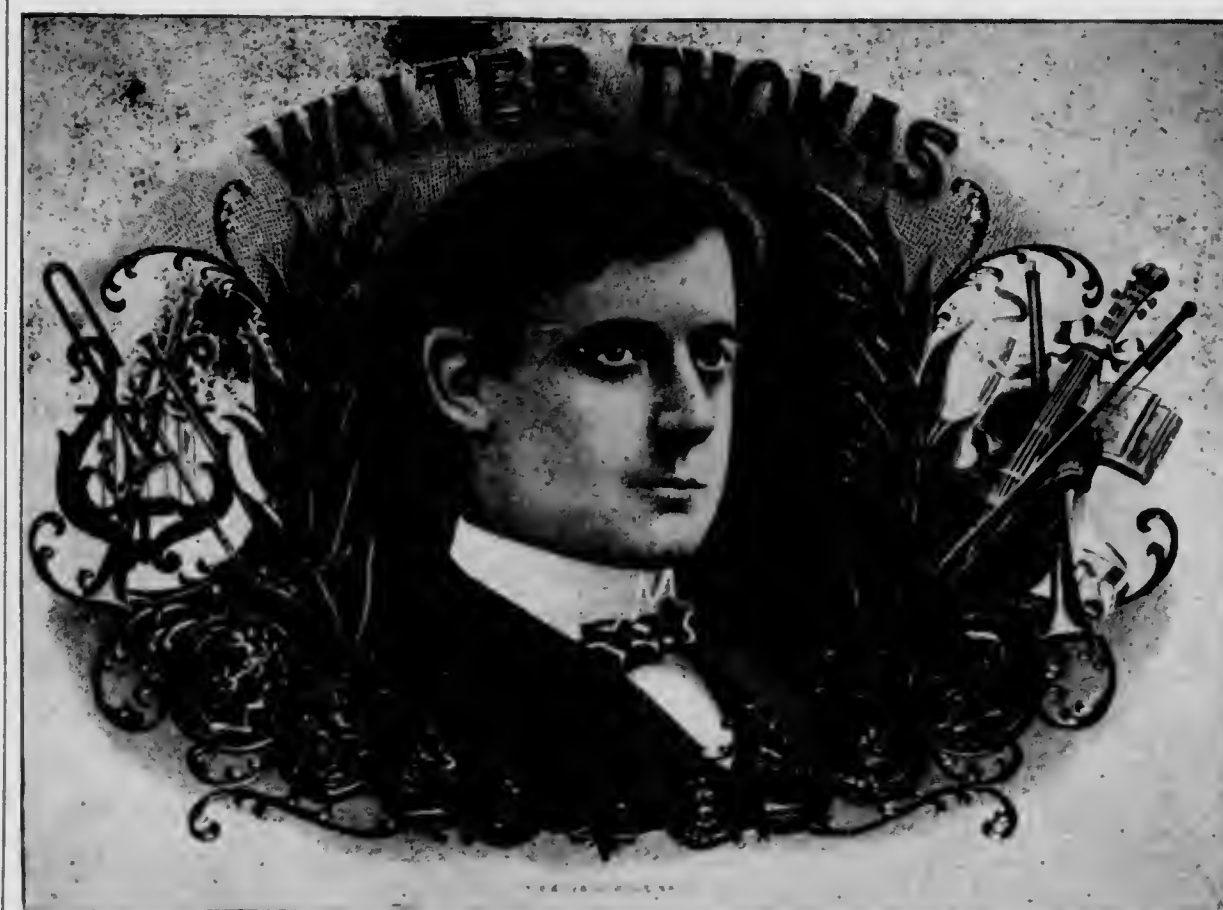
A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

YETTER'S UNION-MADE CIGARS.
His Thriving Factory Near Reading, Pa.

Reading, Pa., June 14, 1904.

CHARLES M. YETTER'S CIGAR FACTORY near this city is now recognized as one of the largest union cigar factories in this section of the State, employing seventy-five hands and upward. Mr. Yetter commenced business a number of years ago in a very small way, and early adopted the union label on his product. The business grew quite rapidly, necessitating a constant increase



A TEN-CENT LEADER.

in his force of cigarmakers to meet the demands of the trade for his products. The establishment continued to grow until today it is not only one of the largest in this section, but it ranks high among the union factories of the State.

A number of uniquely designed packages were launched, meeting with an early and hearty reception. Particular attention was given to the manufacture of ten and five cent goods, two specimen reproductions of which are herewith shown. The "Walter Thomas" is a ten-cent product that has become a large seller for this



A NICKEL LEADER.

house. "Union Times" is a popular leader in the nickel line of this factory, and is likewise having a large patronage.

Mr. Yetter's trade extends well into the western territory, where numerous extensive distributors are handling large quantities of his goods, and the volume of this trade is said to be constantly on the increase.

The accompanying illustrations represent two popular brands of the large line of goods made in this factory. Other favorite brands will be shown in an early issue of The Tobacco World.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

— THE TOBACCO WORLD —

Telephone Call, 432-B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of
FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
1902 FINE FORCE-SWEATED
CONNECTICUT
I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in
Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.



**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.



AMERICAN EMPIRE

10 CENT



EL VOLCANO

5 CENT



F. & S. HATZ & CO.

MANUFACTURERS OF HAND MADE

Havana Cigars

FACTORY NO. 12

1ST DISTRICT, PA.

READING, PA.

WILLIAM J. NOLL

MANUFACTURER OF

Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelpia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent

LA FLOR DE A. C. F., 10-Cent

CIGARS

Samples and Prices Sent to Responsible People.



GEO. F. NASH

Manufacturer of

P. G. SHAW

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

Trade-Mark Register.

EL ZENOR. 13,486.
For cigars. Registered June 3, 1904, at 9 a. m., by Z. J. Norris, Philadelphia, Pa.

TIN BOX. 14,487.
For cigars and cigarettes. Registered June 4, 1904, at 9 a. m., by J. Mahlon Barnes Co., Philadelphia, Pa.

SIX NATIONS. 14,488.
For cigars. Registered June 4, 1904, at 9 a. m., by A. Thalheimer Mfg. Co., Reading, Pa.

DON ORBETELLO. 14,489.
For cigars. Registered June 11, 1904, at 9 a. m., by S. Cole & Son, Philadelphia, Pa.

CHICLET. 14,490.
For cigars. Registered June 9, 1904, at 9 a. m., by Herbst & Sturz, Philadelphia, Pa.

EL DAYO. 14,491.
For cigars. Registered June 9, 1904, at 9 a. m., by J. H. Doyle, Burlington, N. J.

SEARCHES.

Hummer, Lieutenant, The Eagle, Sweet Sixteen, Our Leader, Supreme, Patrons, Mi Lady, La Jaconda, Neda, Dan Patch, Tin Cna, Mother Jones.

CORRECTIONS.

"Ille Pupil," registered May 11, 1904, by C. Fife, Philadelphia, Pa., should have been for Chris. J. Wogan, Philadelphia, Pa.

"P. S. C.," registered May 28, 1904, by The Pennsylvania Cigar Stores Co., Phila., Pa., should have been "P. C. S."

TRANSFER

"May Prize," registered Nov. 16, 1899, by A. D. Killheffer, Millersville, Pa., was transferred to J. H. Doyle, Burlington, N. J., June 9, 1904.

Sixty-three hogsheds of tobacco, the property of the Robards Tobacco Co., were resold at Louisville, Ky., by S. A. Young, trustee in bankruptcy, to Suhalan & Co., of Lynchburg, Va. The prices were from 75c. to \$1 better on the hundred than at the former sale.

Quiet Rules in Lancaster.

Sales Few and Small—Planters Pushing Their Work—News Items Scarce as Sales.

Lancaster, Pa., June 13, 1904. General quietness still prevails in the leaf trade, and the sales during the past week were light and not very numerous. Tobacco growers are pushing the season forward as rapidly as possible with their planting, and took advantage of the several damp days of last week.

The eastern and southern section of the county was deluged with a severe storm on Thursday last which was accompanied by hail, and some little damage was done, which would in all probability have been very great had the tobacco plants had an opportunity of more growth.

Several leaf salesmen have reported to me a somewhat improved condition among cigar manufacturers, which it is hoped will soon become general.

There is some talk here of a cigar house soon entering the wholesale and jobbing paper trade.

H. L. Rathfon is again operating a cigar factory on Marietta avenue, this city.

Chas. Tole, leaf tobacco dealer, went to Philadelphia early this week.

Some Improvement in York.

Slow Trade Reported by the Leaf Men—Crops Damaged by Storm Last Week.

York, Pa., June 13, 1904. A slight improvement was reported among cigar manufacturers during the past week; that is to say, inquiries seem to have come in a little more freely, which is regarded as the beginning of a change for the better. The leaf dealers, however, are complaining of a continued slow business.

Considerable shipments of leaf tobacco continue to be made from York by several buyers who are yet in the field, the most prominent among these being R.



GEO. SCHLEGEL

138 & 140 CENTRE ST.

NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS

AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. Zech and F. P. Leaman, and several large shipments have been made this week.

Jacob A. Mayer & Bro., of New York, made shipments of a considerable quantity of goods during the past week. The firm reports that their western business is exceptionally good at present, and they are looking forward to a really good season.

Several of the Dallastown factories have also experienced an improvement, while in Red Lion things are moving along in about their usual tenor.

A severe storm passed over York last Thursday, causing serious damage to the growing crops.

THE 1904 TOBACCO ACREAGE.

The June issue of the "Crop Reporter," published by the U. S. Department of Agriculture, has a long report on the tobacco acreage of 1904. Of cigar tobacco the report says:

"A marked reduction of acreage is reported from the cigar tobacco sections of New England, New York, Wisconsin, and the sun-grown tobacco area of Gadsden county, Fla., and Decatur county, Ga. A slight decrease is reported for Pennsylvania.

"The acreage in the following sections is reported to be about the same as that planted last year: The Miami Valley district of Ohio, and the shade-grown tobacco area of Florida and Georgia."

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending June 11, 1904.

Bremen—E. Rosenwald & Bro., 14 bales leaf tobacco.

Hamburg—American Tobacco Co., 137 bales leaf tobacco.

Havana—J. E. Ward & Co., 64 bbls. scrap tobacco, 3 cases cigarettes 100 trunks do.; W. R. Grace & Co., 2 cases cigarettes; Mendelsohn, Bornemann & Co., 13 barrels stripped fillers, 5 packages scraps.

Liverpool—M. Behaeddin, 80 cases leaf tobacco and 40 packages do.

Porto Rico—American Cigar Co., 100 bales cigar cuttings.

Rotterdam—Weber & Wagner, 250 boxes tobacco pipes.

SUMATRA TOBACCO.

Str. Potsdam, arrived June 8.
(571 bales; 30 cases.)

Theobald & Oppenheimer Co.	138 bales
A. Cohn & Co.	122 "
H. Duys & Co.	120 "
Penna. R. R. Co.	67 "
G. Falk & Bro.	60 "
Rothschild Bros.	36 "

E. Spingarn & Co.	12 bales
E. Rosenwald & Bro.	10 "
J. H. Goetze & Co.	6 "
S. Ashner	30 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived June 7:
(1,792 bales; 95 bbls.)

F. Miranda & Co.	559 bales
E. Pascual & Co.	380 "
J. E. Ward & Co.	375 "
American Cigar Co.	200 "
Lichtenstein Bros.	150 "
Guedalia & Co.	53 "
Max Gans & Son	21 "
R. M. Blake & Co.	20 "
J. Bernheim & Son	19 "
A. Murphy & Co.	8 "
Carl Vogt's Sons	4 "
Calixto Lopez & Co.	3 "
E. Regensburg & Sons	30 bbls.
Mendelsohn, Bornemann & Co.	25 "
F. Miranda & Co.	20 "
Hinsdale Smith & Co.	20 "

Str. Havana, arrived June 11:
(1,167 bales)

J. E. Ward & Co.	1,024 bales
J. Bernheim & Son	61 "
Sutter Bros.	50 "
L. J. Spence	32 "

HAVANA CIGARS.

Str. Morro Castle, arrived June 7:
(449 cases.)

Jas. E. Ward & Co.	296 cases
Havana Tobacco Co.	75 "
G. S. Nicholas	27 "
Park & Tilford	17 "
Waldorf Astoria Segar Co.	7 "
W. A. Smith & Co.	5 "
Charles H. Hyman	4 "
Calixto Lopez & Co.	4 "
Canadian Pacific R. R. Co.	3 "
L. J. Spence	2 "
Acker, Merrill & Condit	2 "
Victor Lopez	2 "
F. E. Fonseca	2 "
A. Murphy & Co.	1 case
G. Amsinck & Co.	1 "
A. E. Outerbridge & Co.	1 "

Str. Havana, arrived June 11:
(21 cases.)

W. R. Grace & Co.	11 cases
J. E. Ward & Co.	5 "
National Cuba Co.	3 "
E. A. Kline & Co.	2 "

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived June 6:
(48 bales.)

Durlach Bros.	29 bales
A. S. Lascelles & Co.	19 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived June 6:
(301 cases.)

American Cigar Co.	97 cases
Mateo Rucabado	59 "
A. S. Lascelles & Co.	43 "
West Indies Trading Co.	27 "
Durlach Bros.	14 "
Cadiz Cigar Co.	11 "
F. Bonilla & Co.	10 "
American W. I. T. Co.	9 "
Antilles Trading Co.	8 "
Arguelles, Manrique, Sola & Co.	6 "
Rojas Perez & Co.	5 "
Smith & Boltzental	4 "
A. M. Seixas	3 "
F. L. Palmieri	2 "
A. Bessosa & Co.	2 "
F. S. de Ronde & Co.	1 case



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

The Manchester Cigar Mfg. Co. BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.



J.L. & M.F. GREENE,

PACKERS OF LEAF TOBACCO

Reading, Pa.

PACKING HOUSES:

Janesville, Wis.

Milton, Albany.



J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



WASHINGTONIAN GREAT FATHER

SEED AND HAVANA

10c

MANUFACTURED BY

A.B. CLIME TERREHILL, PA.

STRICTLY UNION FACTORY

FABRICONA ROLFES CHOICE

POINTED ARROW SHARP KNIFE

VAMPIRE

5c

Choice of the Market

10¢

5¢

Manufactured by

JOHN J. ESHELMAN

READING, PA.



MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

H.S. SOUDER
MAKER OF
CIGAR BOXES & LABELS
Souderton, PA.
Telephone
Private Designs a Specialty
Engraving & Embossing
Metal Printed Labels

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Not a sale of tobacco has been reported for more than a week, although some of the packers are getting ready to comply with the requirements of the trade. Meyer & Mendelsohn, at North Hatfield, have had quite a lot spread out, and the lids knocked off, thus getting the cases ready to sample, and after sampling it will probably be sent to New York for the market. George Pease has within a few days shipped about 300 cases to the New York market from East Whately, Mass. This tobacco has been force sweated, and is probably dried off enough to sample.

Tobacco sales being a little out of date, tobacco setting comes in to take the place. Now it is not good form to ask a grower about any sales, but instead: "Well, I suppose you have your tobacco set by this time?" is the salutation upon the meeting of two farmers of the same district. "No, my plants are a little backward this year, for I sowed some dry fish, and it rather burned the plants some. The trouble I suppose was a little lack of water," says No. 1, and he proceeds to give No. 2 a little lesson. The trouble is that dry fish is about the most fiery fertilizer that comes to the use of the farmers, and in applying a small amount of water it is made as fiery again as it would be if no water were used; for a little water seems to liberate the ammonia, and it comes directly in contact with the under side of the leaf. But if plenty of water is used and the released ammonia be washed out and it is absorbed by the water and carried into the soil to be taken up gradually from the earth, then it will surely benefit the plant. In no other way will it surely be beneficial as a fertilizer. Ammonia clear in excessive quantities may work to the disadvantage of the plant. But plow it in, or hoe or rake it, or wash it into the soil. The separation of the ammonia from the decaying fish waste cannot be accomplished in less than three or four hours, keeping it constantly wet with water. As soon as this substance has been soaked out, you need have no fears of the wet, pulpy waste of the fish or flesh that it has been driven from.

Our correspondents write:
Feeding Hills: "Tobacco setting was well along last week. Plants are plenty and weather favorable, but cut-worms are troublesome on some pieces."
Conway, Mass.: "Setting tobacco is progressing very well. The warm weather of the past week has brought the plants along very well. No cut-worms at present; hope there will be none to contend with this year."

North Hatfield, Mass.: "Tobacco setting is the order of the day, and about

every farmer is already engaged in this work. Some are nearly through, others have just begun. No sales to report."
—American Cultivator.

EDGERTON, WIS.

A moderate amount of country buying of last season's crop as well as old leaf remaining in growers' hands continues, which in the aggregate amounts to quite respectable proportions. The movement is all the time reducing the remaining fraction in first hands, and bids fair to absorb the great bulk of the crop before another is fairly started. Prices, however, show a better average than when the bundle leaf was being sacrificed. Sales coming to notice are:

T. Smithback, 15a at 8, 4 and 1c, asst.
J. O. Arthur, 19cs at 8c, asst.
E. Crandall, 5a at 6½c, asst.
A. Midthum, 5a at 7½ and 3c, asst.
Ole L. Anderson, 6a at 5½c, bl.; 4a at 9½ and 2c.

Thomas Aaberg, 40cs '01 at 7 and 2c.
Representatives of the firm of Meyer & Mendelsohn are buying both old and new goods in this section, having closed a deal for 200cs packed by J. G. Johnson. T. B. Earle has purchased some new leaf in the Vernon county section this week.

The transplanting of the new crop has commenced in a limited way, and everywhere the growers are busy preparing the fields and making ready for the plants that are coming forward under better weather conditions.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 769 hhds; offerings on the breaks, 262 hhds; total sales, 537 hhds.

Bremen kinds were in strong demand at full prices. Lugs were hardly so stiff in price; light tobaccos quiet. Loose tobacco receipts continue large.

The planting weather seems over for the present, and it is estimated that 85 per cent of the intended crop is now in the field with a general good stand, and the first plantings are beginning to grow. There are complaints of damage by cut-worms, but they are local.

The crop has moved this year nearly two months later than usual, and the planting is perhaps two weeks later, but it is starting off well. Another rainy spell is needed to plant the remnant of the crop and for the usual replanting of the missing plants.

QUOTATIONS:

Low Lugs	\$3.50 to \$3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

—After two months' idleness the plant of the American Cigar Co. at Lima, O., has been reopened, giving employment to 350 men and girls.

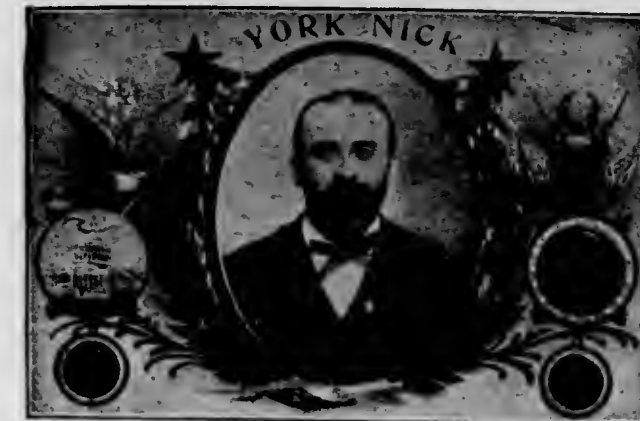


G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.
Daily Capacity, 100,000 to 125,000



La Imperial Cigar Factory,



J. F. SECHRIST,
Proprietor
Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars

LEADERS: York Nick, Uncle Jess, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.



Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine
Seed & Havana
Cigars

Joe F. Willard is Our Popular Leader.

T. L. ADAIR,
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGS FAVORITE," a 5-cent Leader.
Known for Superiority of Quality.



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

W. H. RAAB & SONS,



M. H. Clark & Bro

Leaf Tobacco Brokers,

Clarksville, Tenn.

HOPKINSVILLE, KY.
PADUCAH, KY.

Cable Address,
"CLARK."

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



CIGAR SMUGGLING AT CHARLESTON.

Charleston, S. C., June 10, 1904.

Thousands of Havana cigars are being smuggled into Charleston, if reports of the government authorities are true, and cases have been made out against a number of dealers and consumers for handling and smoking smuggled goods.

For the past several weeks Special Agent Magatee, of the treasury department, has been in the city, and it is said that he secured positive proof that from forty to fifty thousand cigars have been smuggled into Charleston during the past few weeks, representing a loss to the government of from \$2,000 to \$3,000 duty. Unless the duty is paid by the dealers and citizens cases will be made out against them in the United States court.

The government officials have secured a lot of the parties who have been handling the smuggled cigars. The list contains the names of prominent firms, citizens and clubs. It is understood that quite a number of citizens will have to pay at least \$300 duty on the cigars to escape prosecution.

THE GERMAN TOBACCO INDUSTRY.

United States Consul H. W. Harris, of Mannheim, writes to the State Department at Washington that the use of machinery of German, French and American designs is common in the better factories for all processes of tobacco and cigar manufacture where machinery has been found practicable. Inquiries made of him would indicate a desire on the part of cigar and tobacco manufacturers in that locality to avail themselves of labor saving devices as far as possible.

Ten trade journals devoted to tobacco are published in Germany, and are extensively used for advertising machinery and other appliances used by the trade.

The feeling of hostility and alarm aroused by the introduction of American and British capital, especially in cigarette manufacture, in Germany has not wholly subsided. The multitude of small manufacturers in country villages and elsewhere—over 7,000 factories and 200,000 workers, of whom 160,000 are on cigars—is referred to by the press as the surest defense against any general consolidation of the tobacco business of the Empire.

This feature of German manufacturing is one sure to attract the notice of an American resident there, and undoubtedly is to be taken into account in any survey of manufacturing in the Empire.

Portions of Baden and that part of Bavaria known as the Rhine Pfalz form one of the largest and by far the most important tobacco region of the Empire. Baden itself leads all the German States in acreage planted in tobacco and in the importance of its cigar manufacture. Recently published statistics for the department of factory inspection for Baden show that the number of cigar factories in Baden was 729, giving employment to 33,720 workmen, or more than in any other branch of manufacturing in the grand duchy.

CIGAR STORE DESTROYED.

A fire at Seattle, Wash., on June 7, together with the misguided efforts of passersby to save the place, resulted in almost the total destruction of the cigar stand at 1109 1/2 First avenue, conducted by Scott A. De Launay, formerly chief engineer of the ill-fated steamer Clallam. The actual damage done by the fire was far less than that caused through the reckless handling of showcases and stock.

The fire was discovered at 12.40 A. M. De Launay and some patrons of the place were closing the store when flames shot up from a pile of papers and rubbish towards the rear of the store room. The department responded and extinguished the fire by the use of chemicals. It originated, De Launay thinks, from a lighted cigar thrown in the papers and rubbish. Nearly everything, including a bootblack stand owned by Henry Ebel, occupying a portion of the store room space, had been moved into the street.

Chief Cook, after the blaze had been extinguished, remarked that it was a wonder those who had handled the contents so roughly had left the building standing.

De Launay stated that he had about an \$800 stock and that he carried a small amount of insurance. He said:

"Here's some more of my bad luck. I came near being drowned, and, now I am burned out."

TOBACCO FACTORY CLOSES.

The Cameron & Cameron Tobacco Factory, Richmond, Va., has shut down. The shutting down, however, will throw few, if any, of the 160 operatives out of work. It is said most of them have already found employment elsewhere in the city.

What disposal will be made of the great plant by the British-American Tobacco Co., its purchasers, is at present unknown.

\$145,000 GIVEN AWAY!

HOW MANY VOTES

will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand (\$145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000	in cash	\$25,000
To the next	1 person	estimating nearest,	10,000	in cash	10,000
To the next	1 person	estimating nearest,	5,000	in cash	5,000
To the next	2 persons	estimating nearest,	2,500 each,	in cash	5,000
To the next	10 persons	estimating nearest,	1,000 each,	in cash	10,000
To the next	20 persons	estimating nearest,	500 each,	in cash	10,000
To the next	20 persons	estimating nearest,	250 each,	in cash	5,000
To the next	100 persons	estimating nearest,	100 each,	in cash	10,000
To the next	200 persons	estimating nearest,	50 each,	in cash	10,000
To the next	500 persons	estimating nearest,	25 each,	in cash	12,500
To the next	1,000 persons	estimating nearest,	10 each,	in cash	10,000
To the next	4,000 persons	estimating nearest,	5 each,	in cash	20,000
To the next	5,000 persons	estimating nearest,	2.50 each,	in cash	12,500

10,855 Awards, aggregating \$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J. BRYAN	(Democrat-Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,914
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti-Fusion People's Party)	50,371
JOSEPH F. MALLON	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SETH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (1/2) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,

Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand that if you use your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

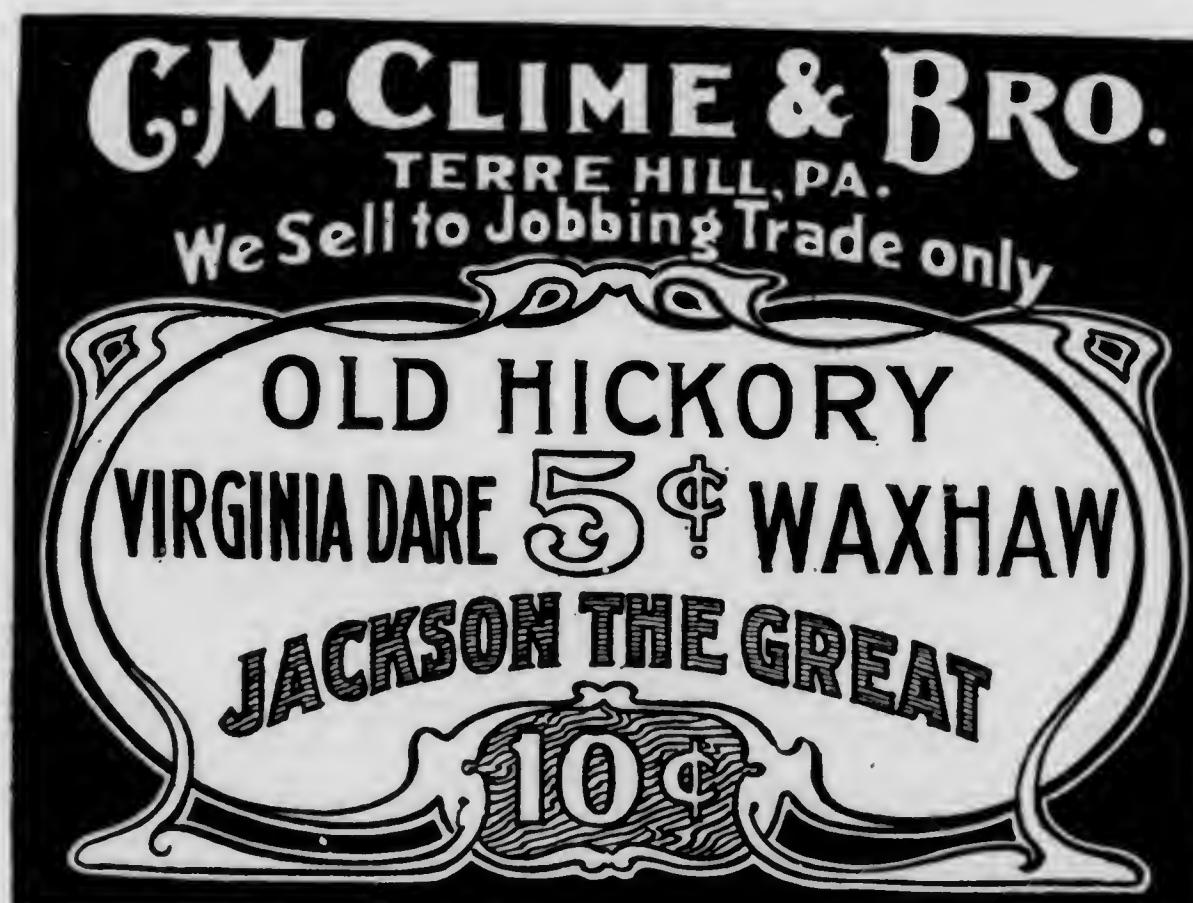
WRITE TO
C. RUPPIN--LANCASTER, PA.

ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY
Wholesale
Manufacturer of
**High Grade
Seed and Havana
Cigars**
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.
PIONEER GROWERS
OF

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

NORFOLK MERGER COMPLETED.

Norfolk, Va., June 10, 1904.
The Old Dominion Tobacco Company, capitalized at from \$85,000 to \$150,000, has been granted a charter by the Virginia state corporation commission. The establishment of this merger forms one of the most important commercial transactions of the year in Norfolk.

The officers are: L. W. Davis, president; E. A. Davis, of Baltimore, vice president; C. E. Hall, treasurer, and J. H. Schlegel, secretary. M. F. Portlock, together with the above officers, comprise the board of directors.

The company is at present using the L. W. Davis establishment on Water street as headquarters, with the Schlegel store as a warehouse. The erection of permanent quarters in the wholesale district will be one of the next important moves of the company.

CONNECTICUT CROP LATE.

The start of the Connecticut Valley tobacco crop is fully two weeks late. On account of the cold, wet weather last month the seed in the hotbeds was slow in germinating and young plants made slow progress. A few growers have begun to transplant. The 1904 tobacco area will be practically the same as last year—between 15,000 and 16,000 acres. The greater part of the acreage will be set to Havana seed tobacco. The high prices realized on broad leaf will result in an increase in the acreage of that strain. Prices for 1903 Havana seed tobacco have not strengthened as growers had hoped.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN

Leaf :- Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

BLUE GRASS TOBACCO CO. MOVING.

The Blue Grass Tobacco Co., at Lexington, Ky., is now removing its plant to Loudon, where new and more commodious quarters have been secured. To effect this removal a shut down for about ten days is necessary, but a good stock of goods has been made up, and is thought sufficient to tide them over that period. About one hundred hands will be employed in the new factory. They manufacture Blue Ribbon Twist and various brands of plug tobaccos.

VICTORIA CIGAR MEN ORGANIZE.

The cigar manufacturers of Victoria, B. C., have held a meeting and perfected an organization of the Cigar Manufacturers' Association, of Victoria. The objects are protection and advancement of mutual interests.

Business Changes, Fires, Etc.

California
Oakland—F. T. Bruce, cigars and tobacco, trustee's sale.

Connecticut
Shelton—G. A. Higgins, cigars, filed notice of sale of stock and fixtures.

Indiana
Syracuse—E. F. Miles, cigars, etc., chattel mortgage, \$550.—H. Milton Noe, cigars, etc., sold out.

Wabash—Jas. Huddleston, cigars, etc., chattel mortgage, \$400.

Iowa
Waterloo—Lewis C. Stiffer, cigar manufacturer, petition in bankruptcy.

Maine
Machias—Harmon Cigar Co., (not inc.) Alex. D. McFaul, individually, mfrs., mortgaged real estate, \$100.

Maryland
Baltimore—Mrs. E. S. Van Witsen, retail cigars and tobacco, succeeded by Nichols Bros.

Massachusetts
Boston—Mrs. T. N. Lemery, cigar manufacturer, chattel mortgage, \$1,000.—F. Hirsch & Son, leaf tobacco, creditors meeting called.

Cambridgeport—Hugh Gallagher, cigars, etc., chattel mortgage, \$1.

Minnesota
Duluth—J. Pickleman, cigars, etc., discontinued.

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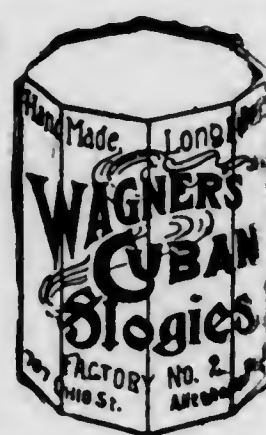
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Correspondence, with Wholesale and
Jobbing Trade only, solicited.

St. Paul—H. P. Conrad, cigars, satisfied chattel mortgage.

Missouri

St. Louis—Geo. C. Spencer Cigar Co., filed articles of incorporation; capital stock, \$20,000.

Nebraska

Stanton—Ernest Scheele, cigar manufacturer, succeeded by Fred Kassbaum.

New York

New York City—J. Horwitz, cigar manufacturer, damaged by fire.—Chas. Fink, Jr., manufacturer and dealer in cigars, dead.

Ohio

Cincinnati—Fritz Bros., manufacturers wholesale and retail cigars, succeeded by Fritz Bros. Co.

Greenfield—Ed. Wrennick, cigars, etc., two chattel mortgages, \$2,000.

Lorain—O. F. Ronsky, wholesale and retail cigars and tobacco, succeeded by Fritz & Dental.

Toledo—Aiken Dupuis, cigars, tobacco etc., deed, \$2,100.—A. F. Hermingsen, cigars and tobacco, chattel mtge., \$700.

Pennsylvania

Danville—C. M. Kinn, tobacco, dead.

Harrisburg—C. A. Straub, cigars and tobacco, satisfied judgments, \$586.

Johnstown—D. P. Coulter, cigars, etc., judgment \$420.

Philadelphia—John C. Klindworth, cigars, petition in bankruptcy.—Rubenstein & Fisher, cigar manufacturers, judgment and execution, \$1,130.

Virginia

Richmond—J. O. Phillips, cigar manufacturer, real estate trust deed, \$649.

Washington

Everett—J. E. Prince, cigars, etc., real estate mortgage, \$250.

Wisconsin

Pewaukee—P. Sennoth, cigars, sold out to Sherman Clark.

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761,765 Machine for boxing matches; Joseph C. Donnelly, Philadelphia, Pa.

762,068 Machine for automatically preparing and feeding tobacco for cigarette machines; Leonard Lindelof, Helsingfors, Russia.

761,897 Cigar cutter and match ejector; Merton P. McIntire, Lakeside, Wash.

761,780 Cigar box; Joseph Morstatt, Astoria, N. Y.

761,906 Match box; Frank B. Pringle, Jackson, Tenn.

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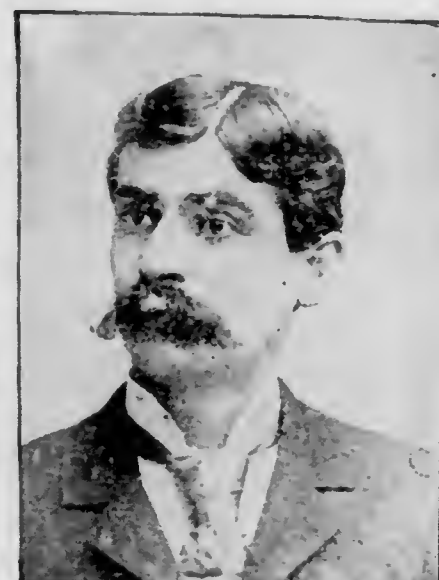
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PHILADELPHIA, JUNE 22, 1904.

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AT

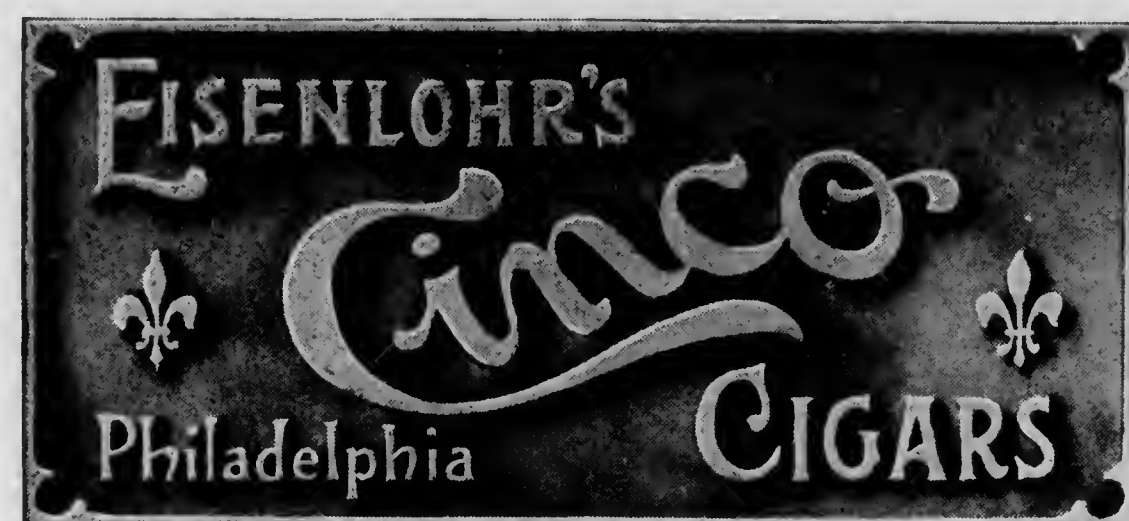
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224 Arch Street, Philadelphia, Pa.

Tobacco as Fire Risk.

A NEW ENGLAND Fieldman has expressed
his views regarding the desirability of Con-
necticut tobacco as a fire risk:

"As the time has now arrived for the setting
out of the 1904 crop of tobacco, it is earnestly
hoped by insurance underwriters, whose companies
have written this class of risks, that more favorable
conditions for a margin of profit than was experi-
enced with the 1903 crop will prevail. The com-
pany doing any amount of tobacco insurance dur-
ing the 1903 season was indeed fortunate if it
could boast of a profit, as it has proven a record
breaker for losses, and a number of companies
have discontinued writing the class entirely.

"The cause of this condition of affairs is most
evident. A very poor crop was grown, resulting
from a season of most unfavorable weather, pro-
ducing very little gum in the leaf, light weight
and a poor color. I feel perfectly safe, after my
season's investigations, in stating that the money
results of the 1903 crop to the grower will not be
over 50 per cent of what a fairly good year should
produce, and I doubt very much if it reaches 40
per cent.

"The buyers for the wholesale men have not
been slow in taking advantage of these conditions,
and with the exception of a few who jumped in
before the market became settled, they have
bought only at the very lowest prices. There has
been a great variation in prices paid. Crops of
Havana seed leaf have sold from five cents to 25
cents per pound, and Connecticut seed leaf even
more, according to the quality, the demand for the
latter being somewhat greater. However, the
average market price today is much less than it
was three or four months ago, being about 10 to 15
cents per pound, with possibly some exceptions

where somewhat higher prices are paid for an ex-
ceptional crop.

"There was no hail to speak of in 1903, and
an unusually small amount of pole sweat. There-
fore, the whole failure was due to the climatic con-
ditions and the actual results could not be deter-
mined until the tobacco had been stripped, sorted,
packed, sweat and weighed, which processes, ow-
ing to dry weather, covered a period this last year
of over six months. Although it was evident long
before that the crop would not be up to the usual
standard, it was hard to tell or estimate the exact
deficiency. Under these varied conditions, insur-
ance has been, as a rule, accepted by companies
and agents for the same amount of insurance per
acre as would ordinarily be placed on the property
in a good year, with the result that the tobacco
was greatly over-insured, and the friction of a
good-sized policy did the rest.

"In taking up the whole subject I desire to
state as my opinion that 'shade grown Sumatra'
has proved to be an utter failure, inasmuch as
there appears to be no market for it. The trouble
seems to be in the failure to develop a leaf with
enough gum to give it proper wearing qualities for
a wrapper, and another strong objection is the
cost of raising, for the man is fortunate indeed who
can produce a pound of this tobacco short of 66
cents.

"I understand, however, that some farmers,
and corporations incorporated especially for the
purpose of raising shade-grown tobacco, will con-
tinue the experiment during the year 1904. There
were some very severe fire losses on this class of
tobacco last year, and 'Sumatra,' in fact, received
practically its only market through the channel of
the insurance companies.

"I have no suggestions to recommend as a
safeguard for insuring shade-grown Sumatra to-
bacco, which represents but an insignificant per-
centage of the whole. It does seem, however,
that when insuring ordinary tobacco, the time has
come, both in the interests of the honest grower
and the insurance companies, to change the method
of insuring, and that the New England insurance
exchange will be more than justified in adopting
a standard form providing for the name of the
year's crop insured, with a reasonable limit at not
exceeding — dollars per acre, also in adopting
a mandatory rule calling for the three-fourths loss
clause."

Something About Perique Tobacco.

By Colonel J. B. Killebrew.

A RECENT visit by the writer to Louisiana
has reawakened an interest in the singular
tobacco product which is grown and manufactured
in that State, and about which there is much
curiosity even among those who are familiar with
other types of tobacco. Perique tobacco is not
the name of a variety, for almost any heavy ship-
ping variety treated in the same way will yield the
Perique tobacco. It is true that the climate and
soil of particular parishes in Louisiana may lend
their influence to intensify a special spirituous
flavor, but even the flavor may be approximated.

It is not the special variety, therefore, that
makes the distinctive characteristics of this to-
bacco, but the method of handling and curing it.
It is grown mainly in St. James parish, Louisiana,
by the Acadians, the descendants of the French
colony which was expelled from Acadia, now
Nova Scotia, in 1755. The cruelty practiced by
the English soldiery in driving the whole popula-
tion on shipboard, in many cases separating
children from parents, wives from husbands, and
breaking the tender ties of lovers, forms the
foundation of Longfellow's "Evangeline," one of
the most pathetic poems in our language. The
exiles were put off the ships all along the Atlantic
coast, and while many perished through destitution
and want, others found their way to the Mississippi
river and ultimately joined their countrymen in
Louisiana.

There are two principal centers in St. James
parish occupied by these people, who cultivate
Perique tobacco. One of these lies immediately
on the Mississippi river, the post village, Convent,
being about the middle of the belt. Grande
Pointe is the second, which occupies an insular
position beyond the swamps and near Lake
Maurepas. At both of these points Perique to-
bacco is cultivated and prepared for market. The
lands at Grande Pointe are called vacheries, be-
cause they formerly were covered with a dense
growth of cane, upon which cattle fed, and so they
came to be known as cattle lands, or vacheries.
These lands at Grande Pointe are owned by about
fifteen proprietors in small holdings of from twelve
to fifty acres. The amount cultivated in the parish
is about 147 acres, and the entire quantity grown
does not exceed 54,000 pounds, and yet so pecu-
liar is the product that no tobacco grown on the
continent is better known than the Perique.



The tobacco soils are very deep and fertile,
though somewhat compact on the river banks, but
are very friable and light in the vacheries. The
land is broken for tobacco in the month of January.
In the month of February furrows are run four or
five feet apart and beds are made upon these.
The tops of the beds are smoothed off by a hand
rake and the tobacco plants are set on these about
three feet apart. They are carefully cultivated
with a piochon, a combined harrow and cultivator,
and a subsoil plow, the latter being run in between
the rows so as to secure drainage. Hoes are used
to extirpate the grass about the plants and to keep
it clean, which is often very troublesome, espe-
cially where the coco grass has obtained a foothold.
The tobacco in that semi-tropical region grows
rapidly. The plants are topped to 12 or 18 leaves.
No priming is done. In from four to five weeks
after topping it is cut without splitting the stalk,
and carried by hand to open sheds. In these
sheds ropes are stretched longitudinally about 18
inches apart. Small pieces of cane are sharpened
and driven into each plant at such an angle as to
form a hook. The plants are then hung by these
hooks to the ropes and left to be cured by atmos-
pheric influences. As the plants wilt the distance
between them is lessened.

At this stage the peculiar manipulation of the
(Continued on page 6)

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J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** and Packers of **DOMESTIC LEAF** **Tobacco**

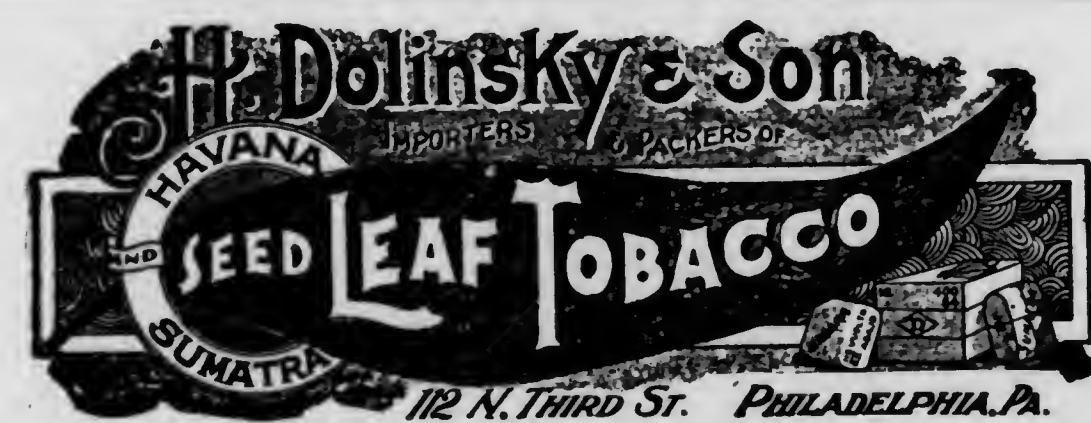
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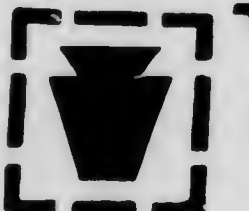

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224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

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IMPORTERS OF

THE REALM OF THE RETAILERS

RETAIL ADVERTISING.

A LITTLE judicious advertising at this season of the year may be made a very profitable feature. A dealer in western Pennsylvania writes this department of a recent experience in that direction which he declares was a wonderful help to him. He had issued a small booklet which was sent to a certain class of business men and obtained satisfactory results therefrom. On the cover he has printed "A Satisfactory Store." On the second and third pages some introductory remarks are presented, the first being "A Little Business Talk," as follows:

The whole secret of running a successful business is in giving satisfaction to its customers.

This satisfaction must not only be in price, but in quality and careful service.

This little book is gotten up to tell you that we have a store of just that kind—to tell you about some of the goods in it.

We have made this book just the same way that we do everything else—the best we know how.

We hope that you will think it is too good to throw away.

We hope that it will interest you enough to try us for your next wants in our line.

We have a big, bright, cheery store full of the best goods money can buy—and the prices are right, too.

Let us make a customer of you.

On the third page appears "Here Are Some Reasons:"

Why we have a satisfactory store.

EXPERIENCE—Lots of it; head of the firm thirty-one years, another member eighteen, another twelve, and another nine; all in the same business, all in the same town.

QUALITY is always first here—always has been—always will be.

You can always buy at this store with that comfortable feeling that you are getting the best.

PRICE — "Good goods at as low prices good goods can be sold" tells the whole story.

A fair profit is all we ask—not too little, not too much.

And another big thing: everybody's dollar is the same size at this store.

SERVICE that is prompt, careful and polite is the only kind here, and you get the same attention whether your purchase is five cents or five dollars.

THE RETAILER'S OUTLOOK.

THE retail dealer's lines are constantly becoming more closely confined.

Recent advances in the cost of manufactured tobacco have reduced the already comparatively small profit almost to a minimum, while with high grade cigars the margin of profit is also shrinking alarmingly in many instances.

The pace was set, of course, by the United Cigar Stores Co., who first began the selling of 10 cent imported cigars, compelling independent dealers in many sections to follow or possibly lose much trade, and now is agitated the possibility of the three for a quarter imported cigar, which, if it becomes a fact, must necessarily still further reduce the dealer's margin of profit, and yet the expenses of management and maintenance are on the upward tendency. Efficient clerks are commanding better pay than ever before, and rents and other expenses are being advanced at every possible opportunity. His only alternative today is a larger volume of business on the reduced margins to equal the earning capacity of former times. This is not always possible, however good the management, as some are not so fortunately situated as others, and besides there are very many other things that enter into it which must be considered. It is regretfully admitted that many a dealer is rather hard hit just now.

When an account is settled the folder is removed to the division for closed accounts, where it is indexed similarly.

When an account is reopened, it may be at once replaced. Thus each folder is used until every space is filled. A comparison between this system and the one originally used emphasizes its advantages. With the latter method, the items must be copied in a daily sales record book, from which the amount is posted to the ledger. In order to render an itemized statement, reference must be made to various pages in the book of original entry and the labor of making out the statements as well as maintaining the books, is out of proportion to the extent of the business. With the folder system above described, the labor is reduced to a minimum and the opportunities for error in making successive copyings of a charge are practically eliminated.—V. C. Snyder, in System.

When a credit sale is made, it is entered on a duplicate charge ticket, one copy of which goes to the office, where it is filed on a spindle. At the end of the day the charge tickets will be totaled, as the individual slips are filed in the proper folder. At the same time the date is

entered, the ticket number, amount of charge and balance due, on the outside. Statements are thus made out at once and the sum is shown on the outside of the folder, and the itemized account of each sale is within.

If a customer calls, his balance may be found at a moment's notice and an itemized record given him when the payment is made. The tickets are then removed from the folder and filed alphabetically. This admits of ready reference whenever necessary. In case it is not necessary to preserve these entries, the tickets themselves may be handed to the customer as a statement of his account and receipt.

Some two years ago a nicely dressed, smooth looking chap came into my place. After some little talk I learned that he was representing a stamp premium company, and wanted to make me a millionaire in about 90 days. Mind you, all this came after questioning. He wouldn't state his proposition plainly until I dug after it. He was ashamed of his business and I don't blame him. Any white man would have been. After I had found out exactly what he wanted, I asked him to shut the door from the outside, and then I went to every merchant in town and had a talk with them. The smooth chap stayed in town three or four days, but nary a trading stamp did he sell. Not one. I happened to see him as he was boarding a train to get out, and there was no golden texts shining from his eyes for my benefit—not much.

A premium plan of your own, under your own control, of your own goods, may add somewhat to the daily sales. It will also add to your daily crop of worries. I don't mind the work and worry, but when it comes to lining some other fellow's pocket with coin produced by my work and worry, then I stand up and object. It is my experience that the same money spent for newspaper space or other proper advertising will bring better results than any premium gift scheme yet devised.—Roy N. Adams, St. Louis, Mo.

THE custom of exhibiting wooden figures of Highlanders outside of cigar shop doors originated in London, and, though it was at one time greatly in favor both in Scotland and England, the custom is now gradually dying out. In this country the Highlander shared his honors with Indian Chieftains, Arabian princesses and laughing darkies.

Prices talk louder than premiums to

desirable patrons. The same article at a five per cent lower price, other things being equal, will be in demand, regardless of premiums. I know that to be true—you know it, too. Let the other fellow have the premium trade—it's nothing but skim milk, and you are looking for cream. The premium giver for "red" stamps or "blue" stamps will get good and tired of it presently, as has been proven time after time. The premium manufacturers get rich, the stamps collectors furnish their homes, and the merchant pays the freight. It's a mighty nice thing from two view points, but how about yours? If you give away your profits, who is going to pay the rent?

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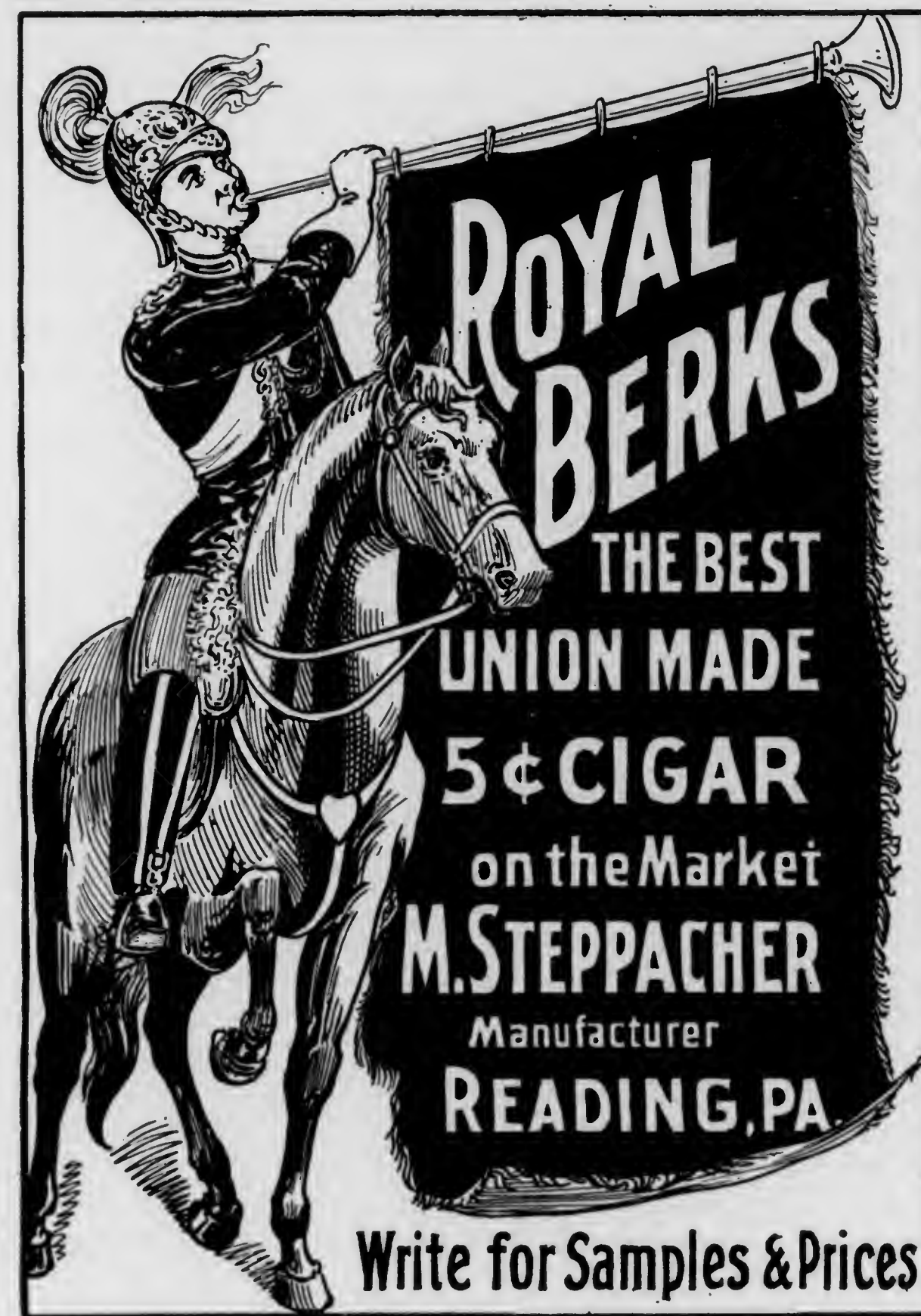
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GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

Monte 199. Cable, "Andamira."



ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.
Write for Samples & Prices



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade **CIGARS**
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. **Red Lion, Pa.**
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

ABOUT PERIQUE TOBACCO.
(Concluded from page 3.)
tobacco begins which gives it its distinctive qualities. As the leaves become embrowned, and before the stem is cured, each plant is taken down and the leaves plucked off one at a time. The green stem is pulled out and the stemmed leaves are made into a loose twist and immediately put under heavy pressure. The twists are packed in boxes eleven inches square, each capable of holding 50 pounds when the weight is put on. These are put under lever prizes and heavy weights attached to the ends of the levers. After remaining in press for twenty-four hours the twists are taken out and thoroughly aired for a few minutes. The exuded juices, very black and tarry, are reabsorbed, and the leaves are again made into twists and subjected again to pressure. The pressure is equal to a weight of 7,000 pounds to the square foot. This treatment is repeated for ten days in succession, each twist being opened, aired and turned in the box every day so that the juices may saturate the whole mass. From a light brown the tobacco grows darker each day until it fairly shines in its oily blackness. The manipulation becomes less frequent after 10 days, but the tobacco is taken out and aired at intervals of a week or more for a period of three months, when it is fully cured and gives out a rich, spirituous, aromatic odor. It is cured and preserved by its own juices.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending June 18, 1904.
Havana.—J. E. Ward & Co., 269 cases cigars and cigarettes; J. Bernheim & Sons, 10 packages stripped tobacco.
Porto Rico.—West Indies Cigar Co., 18 bales scrap tobacco; Cuban & Pan-American Express Co., 1 trunk cigars; C. D. Stone & Co., 2 cases cuttings.
Vera Cruz.—J. E. Ward & Co., 3 cases cigarettes; 7 do. cigars; 891 bales tobacco.

SUMATRA TOBACCO.
Str. Rotterdam, arrived June 14:
(985 bales; 10 cases; 28 boxes.)
L. Schmid & Co. 322 bales
A. Cohn & Co. 184 "
E. Rosenwald & Bro. 135 "
H. Dues & Co. 123 "
Company's General Agent 63 "
G. Falk & Bro. 47 "
United Cigar Manufacturers 27 "
Rothschild Bros. 25 "
S. Rossin & Sons 14 "
F. & E. Cranz 11 "
Jos. Hirsch & Son 10 "
E. Spingarn & Co. 10 "
Leonard Friedman & Co. 10 "
John Leopold & Son 4 "
Herz Bros. 10 cases
Jas. Holzmann 28 boxes

HAVANA TOBACCO.
Str. Mexico, arrived June 15:
(2,485 bales; 96 bbls.)
J. E. Ward & Co. 1,314 bales
E. Pascual 435 "
A. Pazos & Co. 328 "
Order 130 "
American Cigar Co. 31 "
S. Rossin & Sons 74 "
Perez, Rodriguez & Co. 38 "
Fred Schultz & Son 32 "
R. M. Blake & Co. 22 "
S. L. Goldberg & Sons 19 "
Leonard Friedman & Co. 12 "
Manuel Rivera 26 bbls.
E. Regensburg & Sons 23 "
Hinsdale Smith & Co. 20 "
J. E. Ward & Co. 14 "
Andres Diaz & Co. 13 "
Str. Monterey, arrived June 18:
(476 bales.)
Cuban Cigar Mfg. Co. 178 bales
J. E. Ward & Co. 131 "
J. Bernheim & Son 82 "
Leonard Friedman & Co. 30 "
S. Rossin & Sons 25 "
G. Salomon & Bro. 25 "
A. Murphy & Co. 5 "

HAVANA CIGARS.
Str. Mexico, arrived June 15:
(7 bales; 133 cases.)
Calixto Lopez & Co. 6 bales
C. H. Pettingill 1 bale
Havana Tobacco Co. 78 cases
G. S. Nicholas 22 "
Park & Tilford 14 "
National Cuba Co. 7 "
L. J. Spence 4 "
Michaelis & Lindeman 3 "
Waldorf Astoria Segar Co. 2 "
C. H. Wyman & Co. 2 "
C. D. Stone & Co. 1 case
Str. Monterey, arrived June 18:
(14 cases.)
J. E. Ward & Co. 9 cases
Park & Tilford 5 "

HAVANA CIGARETTES.
Str. Mexico, arrived June 15:
(14 trunks; 3 cases.)
Jas. E. Ward & Co. 10 tr. ks.
G. Amsinck & Co. 4 "
W. R. Grace & Co. 3 cases

PORTO RICAN TOBACCO.
Str. Ponce, arrived June 13:
(673 bales)
American Tobacco Co. 610 bales
C. Mendez 44 "
C. D. Stone & Co. 10 "
West Indies Cigar Co. 9 "

PORTO RICAN CIGARS.
Str. Ponce, arrived June 13:
(292 cases; 10 boxes.)
American Cigar Co. 82 cases
Mateo Rucabado 53 "
A. S. Lascelles & Co. 32 "
West Indies Cigar Co. 20 "
C. D. Stone & Co. 17 "
Order 13 "
American W. I. T. Co. 12 "
Victor Malga & Co. 11 "
A. S. Lascelles & Co. 10 "
R. Fabien & Co. 9 "
L. Daussa 7 "
Vista Hermosa Cigar Co. 6 "
Durlach Bros. 5 "
F. Bonilla & Co. 5 "
R. A. Mornuge 3 "
C. Mendez 3 "
Manuel Mendez & Co. 1 case
P. J. Frank 1 "
Franklyn, McVernal & Co. 1 "
J. P. Roosa 1 "
American Cigar Co. 7 boxes
Cadiz Cigar Co. 2 "
Cuban & Pan-Amer. Ex. Co. 1 box

THE H. H. SHEIP MANUFACTURING COMPANY.

The Extensive Plant of this Well-Known Philadelphia Manufacturing Concern as Seen by a Staff Reporter of The Tobacco World.

IT is a pleasure for the writer to record the advances made by those houses which by dint of incessant and ready efforts have made life a success and have come to be denominated as the representatives in their line of industry. It is the labors of firms like these that the city of Philadelphia owes its wide development to, and the reputation of the H. H. Sheip Manufacturing Company has been well established, widened and extended in popular favor, not only here at home, but also in foreign countries—having worked their way into the very heart of success by supplying the trade with a high grade of wooden boxes, of any and all kinds, used for druggists' sundries, surgical instruments, silver-smiths, jewelry cases, gramophone and other fine music boxes, cigar boxes, etc., and a general line of mill work.

Without a doubt this is one of the largest and most thoroughly equipped plants in the United States. The business was established in 1876. The main building has six floors, is 100 x 120 feet in dimensions, with a floor space of 72,000 square feet. The basement is used for engine and boiler rooms, as well as for a large number of drying kilns of the most improved style. Two sets of boilers are required for the drying kilns alone, the capacity of the boilers being 600 horse power. The fuel for the furnaces is largely made up of the shavings from the planing machines, the shavings being run directly into the fire-boxes by means of flues. In this department can also be seen a grinding machine which, for want of a better name, is called a "hog," its mission being to grind up the cuttings of the lumber into small fragments for fuel. The motive power for this great manufacturing plant consists of a Corliss engine of 150 horse power, one engine of 125 horse power, and two others of 100 horse power each. Two dynamos are used to light the entire plant, including the drying kilns. The drying kilns are a special feature of this establishment, designed for the purpose of bringing all the lumber used into a uniform state of absolute dryness. Four elevators are used in the building.

The first or ground floor is devoted to the preparation of the several parts needed for the making of the complete box, of whatever kind, and in it is also included the process of veneering. This department is a large industrial establishment of itself. The machinery includes a number of the H. H. Sheip Mfg. Co.'s celebrated band saws, which have become quite popular in the lumber work-

ing industry, and are claimed to be the best band saws now in use. In addition to these are numerous rip saws, cross-cut and swinging saws, besides planers and other dressing machines.

The second and third floors are devoted to fine cabinet work. All kinds of labor-saving devices are seen on every hand, including an embossing and wood molding machine, compressed automatic presses, and box machines of different sizes. The work turned out here is so accurate that when the different parts are joined together the edges and joints require no trimming.

The fourth floor is devoted to the manufacture of cigar boxes, and is equipped with all the latest appliances known to the trade, including lock corner box machines, eight wood printing machines and two gold leaf and embossing machines. In this department may be seen all the finest makes of cigar boxes.

The fifth floor is an additional cabinet department, used largely for ornamental work, such as panel and embossed moldings, etc., and polishing the boxes into a mirror finish. The trimming of the boxes with silk, satin and velvet is neatly done by girls, a number of whom are employed in this department. Altogether, the firm gives employment to about 600 people.

The firm has just completed an annex consisting of a two-story building, 120 x 100 feet, facing on Columbia avenue and Sixth street, which is thoroughly fitted out for doing a general line of mill work.

The office is on the second floor, and is of large dimensions, with a handsomely finished and furnished reception hall. It is divided into different apartments, calculated to suit the wants of their score of clerks, besides two private offices for the use of President Sheip and Secretary-Treasurer Landis.

The firm has a lumber yard on Fifth street below Columbia avenue, 200 x 190 feet, where great quantities of lumber are stored, and one on Fifth street above Columbia avenue, 70 x 125 feet. In the latter is a building the first floor of which is devoted to a number of double deck drying kilns, fitted with the latest improvements. The second floor of this building is a fully equipped machine shop, for repairing machinery, etc.


The strike of the employes in the cigar factories of Vera Cruz, Mexico, is assuming very serious proportions. The strikers are not willing to make concessions, but every day they endeavor to use stronger arguments in support of their demand for increased pay.



MR. H. H. SHEIP,
President.



MR. HARRISON LANDIS,
Secretary-Treasurer.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.

Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCOS

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers 308 Race St.
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

Importers

of
Sumatra Tobacco

Joseph Hirsch & Son

2. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

UNITED CIGAR
Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.

Dealers in Leaf Tobacco
Lancaster, Pa.

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE
UNION MADE **Cigars**

For Wholesale Trade Only,
McSherrystown, Pa.

Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hemming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

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— THE TOBACCO WORLD —

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Cable:

"Angel," Havana **Reina 20, Havana** P. O. Box 98

THE 1904 TOBACCO SUPERIOR TO THE 1903 CROP.

An Unexpected Improvement Acknowledged to Have Taken Place in the Quality
of the 1904 Tobacco—The Doings of Handlers and Manufacturers.

HAVANA, June 14, 1904.

Considerable more life has been noticeable in the Havana market during the past eight days. Northern buyers as well as local manufacturers have contributed to take all the new vegas of Vuelta Abajo and Partido which appealed to their taste. Several lots of old Remedios and old Vuelta Abajo were also traded in. Prices have ruled more moderate than last year. A number of dealers who at the beginning had some doubts about the crop now declare that the Vuelta Abajo, after having gone through the fermentation processes in the piles and bales, has vastly improved in quality, aroma and texture, so that now the 1904 growth may be safely pronounced as far better than the 1903 crop. The new Partido tobacco likewise is very favorably looked upon, which is best illustrated by the fact that the different packings made by the prominent houses in the trade have readily sold everything they have brought to market, and that the northern and domestic buyers have shown anxiety to secure as much as possible by making contracts for future delivery. Quite a few purchasers have also openly spoken in favor of this year's growth. A small vega of new Remedios, a farmer's packing, showed a good heavy body and was well spoken of; however, as it is not yet complete, no prices were placed upon the different classes. The heavy rain storms in the Santa Clara province, almost resembling small hurricanes, continued last week and temporarily prevented the transferring of tobacco from the farmers to the escojidas. A few packings will start this week but the bulk may not commence before the beginning of July, as the packers prefer to let the tobacco have all the fermentation that the heavier part of the leaf requires this year.

Sales amounted to 4,062 bales in all, or 1,967 of Vuelta Abajo, 2,550 of Partido and 545 bales of Remedios. The buyers for the United States have purchased 2,175, local manufacturers 1,514 and buyers for Europe 373 bales.

Buyers Come and Go.

Arrivals:—W. S. Lightbourne, of the

Cortez Cigar Co., Key West, Fla.; W. S. Josephs and Jose Castro, of the Sieber Mfg. Co., New York; Otto Sartorius, of New York; Jose Pando, of Garcia, Pando & Co., New York; John Hart, of Hart & Murphy, St. Paul, Minn.

Departures:—W. S. Lightbourne, for Key West, Fla.; Avelino Pazos and Chas. Goldberg, for New York.

Havana Cigar Manufacturers are paying their principal attention to the laying in of the raw material so as to be able to turn out the finest possible cigar later on when business becomes active again. At the moment orders are more or less restricted, excepting in a few of the largest independent factories, which seem to feel the dull period less than the Trust and the smaller concerns. The busiest factories are H. Upmann & Co., "Partagas," "Punch," "Romeo y Julieta," "Sol," "Crepusculo," and "Ramon Allones," while "El Rico Habano," of Enrique Dorado & Co., and Remejio Lopez y Hno., makers of "La Mas Ferosa" and "Magnetica de Cuba," have good orders from the United States and Canada.

Buying, Selling and Other Notes of Interest.

Wm. S. Lightbourne has purchased 500 bales of new Vuelta Abajo and Partido leaf for the Cortez Cigar Co. of Key West, besides, as stated, making arrangements to take 500 bales additional when packed.

Antonio Fernandez Riviero has sold 780 bales of Vuelta Abajo of his "Abva" escojida, thus having disposed already of 2,000 bales of this year's crop.

Perfecto Garcia ships this week 200 bales of old and new Vuelta Abajo which he had acquired for his Chicago house of Perfecto Garcia & Bros.

Miguel Perez disposed of 395 bales of old Remedios without any trouble to northern buyers.

H. Upmann & Co. purchased 200 bales of Vuelta Abajo for their factory, and shipped 400,000 cigars the past weeks.

Aixala & Co. turned over 341 bales of Vuelta Abajo and Partido to local fac-

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P. O. Box 397. Cable: HIMML. Havana, Cuba.

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Leaf Tobacco Merchants
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S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HAVANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
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(P. O. Box) Apartado 270.
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tories. Don Jose Aixala states that he is agreeably surprised to note the vast improvement that this year's Vuelta Abajo crop has undergone after it had passed the sweat in the piles and in the bales. He says, that the 1904 crop is far superior in sweet taste, leafiness, high aroma and good burn to the 1903 crop. The tobacco is curing quicker after it has passed the fermentation in the bales than anybody imagined would be the case.

Avelino Pazos, who left today by the Mexico, took along 328 bales of Vuelta Abajo and Partido for his U. S. customers, as the latter were calling for this class of goods. In the meantime he has engaged the prominent buyer of Vuelta Abajo, Don Ramon Rodriguez, a very able man, widely known not alone in the country but also here in the city of Havana, who will represent Don Avelino, when he is away. However, the latter will only be gone about six weeks, as he will be back by August 1.

Rabell, Costa & Co. sold 316 bales of Vuelta Abajo from their choice holdings of the old crop. Their Partido packing at their warehouse, 199 Manrique street, is progressing nicely, and the wrappers are as fine as any escogida in this section can turn out. Their Vuelta Abajo packings are now under way, and the tobacco is coming in from the country.

Sobrinos de A. Gonzalez report no sales this past week, but they are well pleased in having the famous Vega of Padron of San Luis again, which generally commands the highest price owing to the active competition of the local manufacturers and dealers in securing the cream of the Vuelta Abajo. Last year two manufacturers in the United States bought this vega. Besides this vega Don Antero Prieto y Gonzalez informed your correspondent that his firm had bought quite a number of the choicest vegas of San Luis and San Juan and Martinez, the lowland section of the Vuelta Abajo "par excellence." They are also packing largely of the best sections of the Partido district and have just received the first lot of new Remedios, which they will not show yet, until it has passed the fermentation process in the bales.

G. Salomon y Hnos. closed 300 bales of old Remedios and Vuelta Abajo to city and northern buyers.

Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., has been looking over the market and secured some tobaccos upon orders from his friends in the north. He states it as his opinion, judging by what he has seen so far, that the 1904 Vuelta Abajo crop is of an excellent aroma, of good type and burn, and that it will prove a very satisfactory crop to the manufacturers.

Jorge & P. Castaneda turned over 200 bales of their fine Tumbadero packings. They seem to sell as quickly as they receive them from the country, and buyers appear to be waiting for them.

Suarez Hnos. are not ready to sell at all yet, as they are kept too busy with their three escogidas in the Vuelta Abajo, one in Rio Hondo and two in the Lomas section. Don Antonio is still buying tobacco in bundles, while Don Manuel attends partly to the receipt of the goods in Havana and also goes to the country off and on.

Muniz Hnos. & Co. sold 200 bales of Vuelta Abajo new crop to local factories. Jose Pando, of Garcia, Pando & Co., has secured already several of the finest vegas of the Vuelta Abajo 1904 crop.

Jose F. Rocha turned over 150 bales of old and new Vuelta Abajo to Northern buyers.

M. Garcia Pulido received some 150 bales of Remates of his various packings, of which he has eight escogidas going—two in Las Martinez, Las Tumbas, Vega la Piedra, Cayuca, Vereda El Tiro, La Guira, and Rufin Gavito.

Voneiff & Vidal Cruz have had a strike in their two packings in Mariando, as the workmen insisted that Don Francisco Vidal Cruz should recognize the union. The same lasted, however, only for two days, Monday and Tuesday, and when the workmen saw they would not gain their point they returned to work on Wednesday, upon the old conditions. The firm started another packing in Hoyo Colorado. They have good orders from their customers to ship new vegas, but as the tobacco is rather too fresh yet Don Francisco does not want to hurry bales.
(Concluded on page 22.)

J. F. ROCHA & CO.

Manufacturers of the Celebrated Brands S. en C.

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100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

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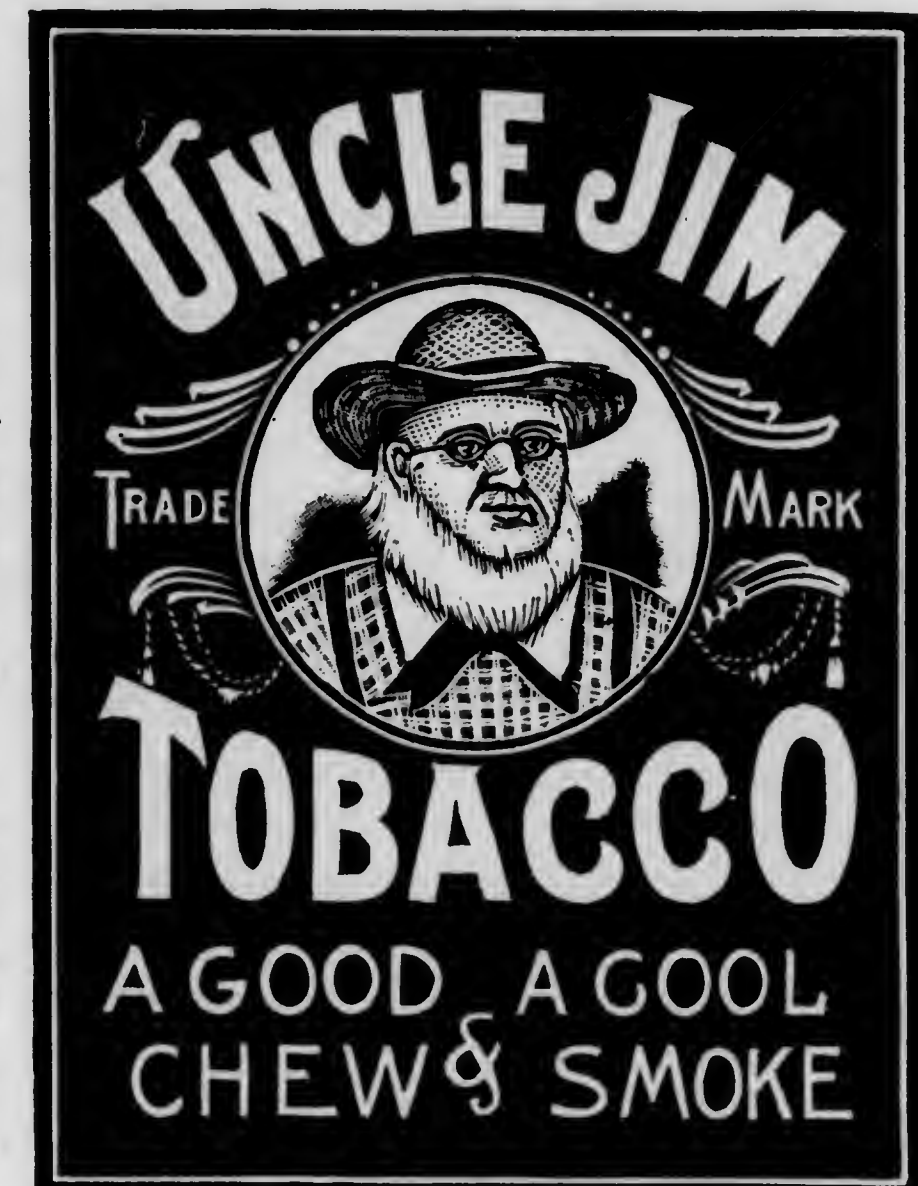


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Factory No. 38,

VOE, PENNA., U. S. A.

Ninth Dist., Pa.

Philadelphia Tobacco Trade.

THAT ANTI CUT-RATE ISSUE.

At the regular monthly meeting of the Retail Cigar Dealers' Association of Philadelphia next Thursday evening, a report is expected from the committee of four retailers appointed to devise a plan to do away with the price-cutting evil. The committee was appointed on motion of J. Harvey McHenry, and is composed of J. A. Schaible, J. Gabriel, B. F. Batten and R. J. Feehan. It is likely that persuasion will be recommended as a method of getting the cut-rate retailers into line, as it is thought that any heavier pressure would be without the result desired.

A complaint is current that some of the members do not take enough interest in securing new recruits to the ranks of the association, and that dealers generally throughout the city are lax in their interest in the organization.

At the meeting on Thursday night President Tuck will bring the matter up for action with a view of increasing the membership. There is already a Committee on Membership, and it has been meeting with but slight success in securing new members. It is the opinion that the association should take some action to help this committee in its work.

President Tuck recently made a canvas of retail dealers, who are not members,

while out on some of his business trips. He was surprised at the inertia and inconsistency of some of those whom he approached. While most of them believed in the axiom that "there is strength in numbers" as an organized body, they were reluctant or undecided about adding their unit of stability by becoming members. Some pleaded lack of time to attend to the meetings and others seemed to be in dread of committee work. The meeting this week will perhaps be the last this summer.

MR. GUMPERT GOING ABROAD.

Richard T. Gumpert, of the firm of Gumpert Bros., well known cigar manufacturers of this city, intends to shake the Quaker City dust from his feet this summer and embark upon one of his periodical voyages to Europe. Mr. Gumpert is a well-known authority already on tourist topics, especially relating to England and the regies of the continent, and his general information on this subject will be added to by the present projected expedition.

In company with his wife he will sail from New York on July 9, if nothing unforeseen happens, on the Red Star steamship Kroonland, bound for Antwerp. The countries to be traveled include Holland, Switzerland, Germany and France. The British Isles, formerly

the theatre of some of Mr. Gumpert's triumphal researches, will not be visited during the present tour. As a scholar and linguist, Mr. Gumpert will no doubt have an opportunity to indulge in some of his pet lines of study, not only of the native types, but of architecture, art and the modern institutions.

After a stay abroad of about six weeks Mr. and Mrs. Gumpert will return on board the Kaiser Wilhelm Der Grosse, which sails from Bremen, on August 30. The trip he intends to be one entirely for pleasure and for relaxation from the tedium of office and factory work.

BIG CAR LOADS OF TOBACCO.

Scenes of activity still continue about the big tobacco works of Frishmuth Bros. & Co., at Seventeenth street and Lehigh avenue, the taking possession of which was announced in these columns last week. More than ten freight cars have been sidetracked alongside the big storehouse and their contents been packed under shelter. The firm expects to store more tobacco right along as fast as the buildings are roofed, in fact, they are moving almost too fast for the builders.

It was expected that the plant would be ready for the manufacture of tobacco goods by electricity by the 1st of August, but it may be a month later before steam can be gotten up and the dynamos started. Building material and machinery arriving behind time is the reason given by the contractors for the delay.

ADJUSTING A FAILURE.

The troubles of Rubenstone & Fisher,

trading as the Union Ribbon Cigar Company, at 2021 North Seventeenth street, are about over, a satisfactory settlement having been made at 40 per cent with their creditors. Several of the larger creditors of the concern have already agreed to these terms and they expect that all the other creditors will also fall into line.

A judgment note for \$1,130 and indebtedness to the extent of \$2,500 for merchandise, mostly to Philadelphia houses, recently brought on the company's troubles. They claimed nominal assets of \$2,500.

DEATH OF CHAS. M. GAGER.

Chas. M. Gager, who died last week at Somer's Point, Conn., was well known in the Philadelphia trade, with which he was identified for many years.

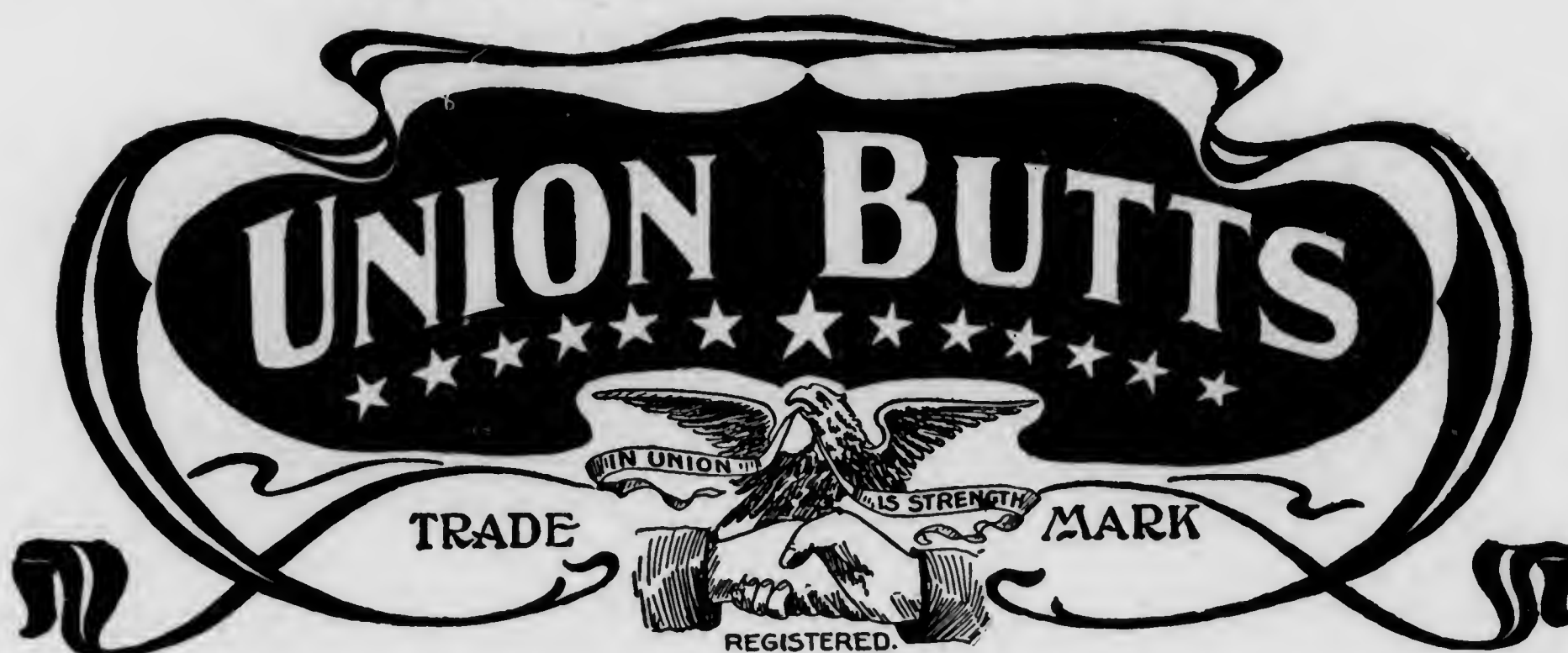
Mr. Gager is recalled as the pioneer in the introduction here of Wisconsin tobacco for cigar manufacturing purposes. That was, of course, many years ago, when he was the buyer for the old firm of Sorver, Graeff & Co., which firm was succeeded by Sorver, Cook & Co. and subsequently by Cook & Gager, from which he afterwards retired, but has continued his identification with the trade up to the time of his death. He was sixty-four years of age.

Among the Retail Trade.

The popularity of several local brands of cigars was clearly proven, when, the other day at the auction sale of Klindworth's stock, a higher price than manufacturers ask for the goods was secured

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A
Ready
Selling
Product



Big
Profit
for
Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

in more than one instance, viz. "Maneto," "Cinco," "Saborosa" and "Marcello." Lowengrund's store, Fifth and Market streets, has added a new stock of the "Duke of Kent" cigars to its display. The new "Tabard Inn" cigar has received the encomiums of consumers.

The Schock & Shafter Company, on Market street, is handling the "None Better Made" brevas, of the West Indian Cigar Company, and the "Little Lovers" of the Jose Lovera Company, New York and Tampa, among their other fancy provisions.

Charles Cummings, a sub-jobber in tobacco at 3959 Lancaster avenue, fell and broke his leg. He was doing very well at last accounts.

The United Cigar Company's store on Market street near Thirteenth, had for its week end specialty the "La Morey" Porto Rico brevas.

The principal attraction in the tobacco line at Thomas Martindale & Co.'s store this week were "El Primero de la Isla," "Night Extra" and "Manifesto" cigars. Vendig's latest specialty is the "Bock" ten-cent imported cigar.

Showell & Fryer, Ltd., grocers, at Juniper and Market streets, are handling a large stock of "Sapho de Netherlands" cigars.

A. D. Engel, the popular cigar dealer of South Broad street, is dispensing a plentiful line of Gumpert Bros.' and other good cigars to the elite of his neighborhood.

C. J. Geissler, successor to U. G. Lee, on Delaware avenue, is handling a fine line of "Standard" and "Aristo" cigars.

Faith & Ogden, Third and Market streets, have a large new stock including Penn Holder, Cosmo, La Colectiva, Whip and Bridle, Russell Allen and Lady Grace cigars.

Bayuk Bros. have a new Saturday special. It is the La Persa five cent cigar, announced to be of "unsurpassed quality."

George T. Browning & Co., Second and Arch streets, report excellent sales of their "Lay Out" cigar. Other brands that are in favor are Bright and Early, Lillian Russell, Lion's March and Nefta.

Runge, the popular dealer at the foot of Chestnut street, announces a good business and a demand for such brands as Porto Rico Blunts, Pavilion Puffs and Poster Girl.

Charles A. Smith & Co., of Delaware avenue, are handling a line of cigars of such up to date names as Happy Sam, American Girl and Bloomer Club.

At Ulrich's store, Front and Market

streets, the week's leaders were Golden Stars, Good Record, The Racket, King Flyer and Gold Medal.

Fleck & Co., the Market street dealers, have an attractive window display of Kovana, Havana Wonder and La Remedios cigars.

Among the week's visitors were W. P. Bushell, representing the Jose Lovera Co., New York; Mr. Weiss, with the National Cuba Co., Jas. Batterton, of the Ruy Lopez Co. and Wm. Taylor, in the interest of the Anglo-Egyptian Cigarette & Tobacco Co., New York.

With Manufacturers and Jobbers.

J. H. Marston, the Atlantic City representative of A. S. Valentine & Son, cigar manufacturers, was in town during the week. He makes his seashore headquarters at the Hotel Wiltshire, corner of Virginia avenue and the Boardwalk. He reports that the cigar industry is on the ascendency at the resort and business has been exceptionally brisk with him. He has been so busy distributing "Paul Jones" cigars among the retailers that the Continental naval hero is conspicuous.

During the week Valentine's received from the steamship Denver a large consignment of their new Valoria cigars from Key West.

Bayuk Bros. Company still report an unusual rush on their several brands of cigars. Orders are coming in such quantities from the south and west that it is hard for the factories to keep pace with them.

George E. Spatz, of the Theobald & Oppenheimer Company, while on his trip to the west, did big business with the William Penn, Royal Lancer, La Toca and other cigars. He secured big orders in Chicago, Minneapolis and Mansfield, in spite of a return of his old enemy—sciatic rheumatism.

Mr. Richard T. Gumpert, of Gumpert Bros., made a trip to Reading during the week. He reports great activity at the firm's factories there, and is inclined to think that business must be better than he himself believed.

The final meeting of creditors of the La Pila Havana Cigar Company will be held on June 30th at 2 P. M., in Room 6, Third floor, U. S. Post Office Building, Philadelphia. The La Pila brand was sold last week for \$130, and the trustee now reports \$2,074.99 assets for distribution, subject to deductions for fees, costs and charges.

Altman Bros., of South Delaware avenue, are featuring their A. B. Panetela and Amtola cigar.

The Eisenlohr champion shooting cup was awarded to W. H. Chambers, a clerk in the Bureau of City Property. It was presented by Louis H. Eisenlohr, of the well known cigar manufacturing firm of O. Eisenlohr & Bros.

S. Fellheimer & Co., cigar manufacturers on Third street, announce a new nickel cigar, the "Eto," which will be made in four sizes. This firm is doing a lively business with its high grade "Marquillo" cigar.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

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Manufacturer of
Fine Havana CIGARS
Hand-Made
615, 617 and 619 Lake St.
Lancaster, Pa.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

TOBACCO NEWS OF GREATER NEW YORK

The New York leaf market is still quiet though somewhat improved as compared with several weeks previous, with increasing inquiry for Wisconsin. Connecticut of the 1903 crop is beginning to move in smaller quantities, and Big Flats have also somewhat revived in demand. Purchases are in small lots generally, indicating that it is wanted for almost immediate use.

Sumatra was considerably more active last week, and the new goods are now coming in for a goodly share of attention and several good sized sales have been recently announced.

Havanna remains strong and rather more active than during a few weeks immediately preceding. Factory vegas are rather eagerly taken up, with old Remedios also selling well.

In the Supreme Court in New York City, June 9, a verdict of \$1,200 was rendered for the plaintiff in the action of Oscar M. Rothfuss, of Corning, as administrator of the estate of John M. Burt, late of the town of Corning, against Jos. Myers's Sons, New York leaf tobacco dealers.

The action was for damages arising from a contract made by Mr. Burt to sell to the defendants his tobacco crop of 1900. The defendants, it was alleged, refused to accept Mr. Burt's crop when offered, on the ground that it was not of the quality they had expected and could not be disposed of except at a loss if purchased at the price first agreed upon. The crop was accordingly sold to other buyers at the then market price.

The firm of Joseph Myers's Sons during the season named had contracts for the purchase of fourteen other crops of tobacco in the Chemung Valley, and it is said refused to accept their crops when offered, and afterward effected a settlement with all the growers except in the case of Mr. Burt.

The Burt estate took the matter to the courts. The defendants succeeded in having the trial of the case held in New York City; but the plaintiff got a verdict in full of his claim.

The Universal Tobacco Company, over whose affairs so much litigation was heard in the city lately, is to be dissolved, and to accomplish that a meeting of the stockholders will be held here on June 29 to vote on the resolution approved at a meeting of the board of directors. In the fight for a receiver of the company ex-Justice Gilbert Collins, W. Bourke Cochran, J. W. H. Peckham, Julien T. Davis and Attorney General R. R. McCarter figured. Finally the matter was settled and a dissolution agreed upon.

About thirty-four retail cigar and tobacco dealers of Perth Amboy, N. J., have revolted against the recent combination of Jobbing interests by forming an organization, and it is said that they propose to boycott the goods of the American Tobacco Company.

The failure of Abraham T. Jacobstein, trading as Jacobstein Bros., dealers in leaf tobacco, at Rochester, N. Y., was announced here last Saturday. Jacobstein has filed a petition in voluntary bankruptcy, with assets estimated at about \$13,300 and liabilities given at \$35,000. The liabilities are represented largely by notes given for merchandise to leaf dealers in New York, Philadelphia and elsewhere. A meeting of creditors has been called for June 27th at Rochester. Jacobstein has been in business about fourteen years.

Thos. A. Dean, one of the most widely known cigar men in the United States, died on Saturday last as a result of his recent illness. He had been confined to his home for several weeks past, and up to late last week he was thought to be improving. He was a man of the most genial disposition but of thorough and exacting business methods, and his popularity extended from coast to coast, and his loss will be felt by a host of friends. He has been for several years prominently identified with the Cuban American Manufacturing Company. Interment was made at Indianapolis, to which place the body was accompanied, besides the members of his family, by some of his most intimate friends in the trade.

John Wardlow, president of the Ruy Lopez Co., returned from Key West last week. Things are working very satisfactorily at the factory, and the business this year so far can not be complained of at all for lack of orders. In fact we are rather busy.

There is now some prospect of a settlement of the financial difficulties of F. Hirsch & Son, leaf dealers, of Boston. Complete schedules of their creditors and the amounts due them have been prepared, to establish a basis for computation, upon which to make an offer of adjustment.

A new tobaccoists association was recently brought into existence in this city under the name of "Tobaccoists' Board of Trade," and consists principally of east side jobbers who make "independent goods," their slogan. The organization was formed as early as January, 1904, but it was not until more recently that it became really active. The officers are: A. Blum, President; Joseph Levison, Vice President; H. Chernay, Secretary; and executive committee consisting of Amos Moskowitz, S. Ternowker, J. Schnur and J. Weikler. The object of the organization is for the purpose of promoting the sale of independent goods and particularly Russian product which is selling specially well in that section of the city. They claim to have a very comfortable sum in their treasury. They are not exclusivists, but naturally they will urge the sale of their own products at every possible opportunity.

The Metropolitan Tobacco Co. has announced the advance of 5 per cent on Cremona cigars and furthermore on July 1 the 20 per cent gratis deal on the Geo. W. Childs will be reduced to 10 per cent.

A. Pazos, of A. Pazos & Co., Havana importers of this city, returned last week from a very encouraging visit from their Havana warehouse, and will leave this week with his family for a short stay at Saratoga.

Wm. Newgass, of Newgass & Greenhut, made a short but profitable trip to Philadelphia last week where he sold several vegas of Havana.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application. For particulars address MANUFACTURER, Box 138, care of The Tobacco World, Philadelphia. 6-14t

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THE WILSON ESTATE LOSES.

Judge Thompson Decides Suit in Favor of J. F. Mentzer, Trustee for H. B. Bitzer Bankrupt Estate—About \$7,500 Involved.

In an opinion handed down by Judge Thompson, of the Supreme Court, during the past week, it was decided that Harvey B. Bitzer, the tobacco dealer and cigar manufacturer of Ephrata, Pa., did not defraud the late Walter G. Wilson, of this city, when he contracted for a lot of tobacco while believing himself to be solvent. The judgment of the lower court was sustained and the case decided against J. A. Brown, ancillary administrator for the deceased Wilson, in favor of John F. Mentzer, trustee in bankruptcy for Bitzer. Following is the opinion:

John A. Brown, Ancillary Administrator of Walter G. Wilson, deceased, late trading and doing business under the firm name of Walter G. Wilson & Company, vs. John F. Mentzer, Trustee in Bankruptcy of Harvey Bitzer, Appellee. No. 135, January Term, 1903, Court of Common Pleas, Lancaster County, Thompson, J.

"Appellant's claim for a rescission of the contract for the purchase of the tobacco involved in the present action of replevin was based upon an alleged fraud which, it was contended, arose from certain representations made by H. B. Bitzer, of whom the appellee in this case was the trustee in bankruptcy, to the vendor, the decedent, of whom the appellant was the administrator under ancillary letters, and which representations, it was alleged, were false and fraudulent.

"These representations were an assertion of solvency and the ownership of certain real estate, by reason of which, it was contended, the vendor, Mr. Wilson, was induced to make the sale of the tobacco in question to Mr. Bitzer. The former was a dealer in leaf tobacco, and engaged in that business in the city of Philadelphia; the latter was a manufacturer of cigars, and conducted his business in factories located in Lancaster county. A traveling salesman of the former met the latter on one occasion and made a small sale of leaf tobacco to him. Subsequently, in May, 1899, Mr. Bitzer and his foreman saw Mr. Wilson in regard to a further purchase of leaf tobacco. He decided to purchase a small quantity of tobacco for manufacture, but Mr. Wilson refused to sell such quantity. Mr. Bitzer, having examined samples, was induced to agree to purchase sixty cases of what is known as Zimmer Spanish and Wisconsin tobacco. Subsequently he made another purchase of what is known as Connecticut wrapper, amounting to twenty-one cases. At the time of the first purchase, a conversation took place with Mr. Wilson as to Mr. Bitzer's financial condition. The salesman testified that Mr. Bitzer then stated that he was worth \$20,000 over and above his indebtedness; that he was owing some money, but that he could clear up ten or twelve thousand dollars. Mr. Bitzer also stated that he had a house at Ephrata, but it appears that he gave the deed of this property as collateral to secure a debt to a Mr. Weidman. He continued to collect the rent for the same and to pay the taxes.

"The first ten or twelve cases of tobacco were accordingly shipped on May 1st, 1899, and a note payable in four months time was given in payment for it. No more tobacco was shipped prior to Sept. 1st, 1899. About that date Mr. Wilson called on Mr. Bitzer in regard to the payment for the sixty cases. Mr. Bitzer then stated that he did not want the whole of it and did not desire to have the same shipped. Mr. Wilson persuaded him to take it, and as a result it was arranged that it was to be shipped to Mr. Bitzer, who was to give four months notes in payment for the same.

"The balance of the tobacco was accordingly shipped to Mr. Bitzer. Upon the maturity of these notes given by Mr. Bitzer, the same not having been paid, Mr. Bitzer delivered to Mr. Wilson certain notes he had received in payment from his customers, purchasers of cigars, amounting to over \$6,000. These, however, were not paid at maturity. In January, 1900, Mr. Bitzer was unable to make any payment, and during the latter part of the month a writ of replevin was issued by appellant for 73 cases of tobacco, and under it some 41 were returned.

"The original purpose of Mr. Bitzer was the purchase of a small quantity of tobacco, which he then required in his business, but that purpose, at the instance and suggestion of Mr. Wilson, was changed to the purchase of a larger quantity. In pursuance of the original intention, but a small quantity was shipped to Mr. Bitzer, and subsequently, when the note for the first shipment of ten or twelve bales became due, he expressed a disinclination to take the balance, and finally agreed to do so after considerable pressure brought to bear upon him by Mr. Wilson. Mr. Bitzer also, after the first purchase, made one of Connecticut tobacco and gave for the same his notes. He also gave Wilson business paper for the purpose of securing the notes given in payment for the tobacco. It is clear that from the date of the purchase, up to the time that he was unable to make the payment of the first note when it became due, nothing indicates a trick or an artifice or a fraudulent purpose. Appellant, however, undertook to prove that Bitzer was insolvent at the time of the first purchase, and that the representations made by him as to his financial condition were fraudulent. He testified that upon paying his debts that he thought that he could clean up ten or twelve thousand dollars.

"It does not appear by the evidence, however, what his assets then were, and therefore there is no substantial basis for the conclusion that he was then insolvent. He was engaged in the leaf tobacco business, and that of manufacturing cigars, and had different factories in the conduct of his business. While so engaged he received considerable amounts of business paper, given him by his customers, in payment for cigars purchased by them from him. The proofs indicate that in a great measure his failure was due to the non-payment of such paper. The evidence does not show that at the time he made the purchase of the tobacco involved in this suit he was insolvent, or that he knew that he was so. It follows, therefore, that there was nothing in the evidence to warrant the conclusion that he intended to defraud Mr. Wilson by fraudulent representations or by trick or device, or that he resorted to any false pretense to obtain the tobacco in question. He was then actively engaged in the manufacture of cigars, and in the first instance intended to purchase a small quantity of material for the conduct of his business. While endeavoring to buy such small quantity Mr. Wilson induced him to take a larger one. He received the small quantity, to-wit, ten or twelve bales, and gave his note payable in four months. He did not call for the balance of the tobacco, but in September, when Mr. Wilson called upon him in regard to the payment of the note that then became due, he still expressed a wish not to take such additional quantity of tobacco. At the instance of Mr. Wilson he agreed to give his paper for the same. That last paper became due and he endeavored to secure it by additional paper which he believed to be good at the time.

"Appellant contends that Bitzer was insolvent at the date of the purchase and

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Distributors Wanted Everywhere.

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Manufacturer of
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WEST EARL, PA.

therefore he was entitled to rescind the contract in question. There was no evidence, however, that such was the case at such date, or that he had any knowledge then of his insolvency. He expressed an opinion as to his financial condition, and that was to the effect that after he had paid his debts he would be able to clean up ten or twelve thousand dollars. The learned trial judge, therefore, committed no error in directing a verdict for the defendant."

After quoting the case of Greene vs. Fondersmith in support of his argument Judge Thompson continues:

IS AMERICAN TOBACCO CO. COERCING THE LOCAL TRADE?
Jobbers and Sub-Jobbers Somewhat Demoralized by the Latest Move.—Independent Manufacturers Expect to Move Next.

The wholesale trade in manufactured tobacco is this week in a thoroughly demoralized condition, to say the least. An edict similar to one passed in New England some time ago has been promulgated here, and is now causing all the trouble. In view of many passing events some action was fully expected for some weeks past, but the present move is much more radical, the jobbers declare, than was anticipated, and it is indeed proving a most severe test of their loyalty to what has been the fountain head of their principal supply for some years past.

About a week ago the jobbers were invited to a conference at the headquarters in New York, and to which a considerable number responded, but just what was then done they refuse to say. Following closely upon their visit to New York they were all visited last week by American Company representatives, who made a formal proposition of allowing a special rebate of 3 per cent. in addition to 2 per cent. cash discount on all purchases of plug cut and long cut tobaccos, in consideration that they handle American Company products exclusively in these specific classes of goods, to which condition a majority of the wholesale houses are said to have finally consented.

Feeling confident that there was comparatively smooth sailing, so far as the exclusively wholesale dealers were concerned, the sub-jobbers were the next to receive consideration, and they were called into conference on Thursday night last at the company's Philadelphia headquarters, Rooms 315 and 316 Old Fellows' Temple, Broad and Cherry streets, in a letter as follows:

"I would like for you to meet me and some of the other jobbers connected with the company to-morrow evening (Thursday), the 16th inst., at 8 o'clock, at my office, 315-16 Old Fellows' Temple, Broad and Cherry streets, to talk over matters of importance. The letter was signed by Louis G. Osborn.

This meeting was pretty well attended, but the fact that it lasted from 8 to 11 P. M. it soon became evident that all was not serene within. Since we have been told that the conference did not lack for animation. Although rather loath to talk, there were still a few who ventured to give us some information.

The Proposition.
"The whole proposition," said our informant, was substantially as follows: Jobbers are to be allowed a 2 per cent. cash discount, and a special rebate of 3 per cent. from the factory for their monthly purchases, and subjobbers are to be allowed 1 per cent. cash discount and a special rebate of 3 per cent. directly from the factory upon their monthly purchases, provided all independent goods in the line of plug cut and long cut tobaccos are excluded from our stock.

"We have been requested to furnish an inventory of our stock of independent tobaccos, and were led to believe that such stocks would in all probability be taken off our hands; in what manner was not made clear, but that we would lose nothing on the goods.

"It may be therefore said that even if subsequent events developed that Mr. Bitzer was mistaken in regard to his solvency, at the time of the purchase, that unless there was some artifice, trick, false pretense or bad faith with intent to defraud Mr. Wilson, the law affords no warrant for the rescission of the contract for the purchase in question.

"An optimistic opinion as to solvency may deserve criticism, but if it turns out to be erroneous, a fraudulent intent does not necessarily follow from its expression. As there was no error in giving binding instructions to find for the appellee, this judgment is affirmed."

have attracted their attention most forcibly, and it does look as if you wanted that 1 per cent. of business, too, pretty badly.

"Regarding price cutting, some diligent inquiry was also made, and the representatives had almost come to the conclusion that there was practically no price cutting going on now, until during the course of the discussions there was considerable light thrown on that subject also showing that price cutting did exist to a considerable extent. We were then informed that this feature had been practically eliminated in some other sections where jobbers had formed combinations, as in New Jersey, Wilmington, Norfolk and other places.

Will Jobbers Merge?
"This remark promptly led me to believe that a consolidation of jobbing interests here, or possibly the establishment of a central distributing depot, was probably not far off, and some others now share with me in the same view.

Sub-Jobbers' Inventory Reports.
"As yet I have not handed in my report of stock of independent goods on hand, but I happen to know that some got very much excited over it. In order to feel the pulse of some a little, I called up one of our sub-jobbers on Friday night last on the phone, and simply asked: 'how about that report?' He replied, rather nervously, 'I thought, 'it's not quite ready yet, but I'll have it down in the morning, sure,' and so it goes."

When asked if many brands would be affected if the new deal was generally accepted, he said, "Yes; a good many; particularly the following: Arrow, made by Weisert Bros.; Central Union, made by U. S. Tobacco Company, Richmond, Va.; Brotherhood, made by Brotherhood Tobacco Company, Philadelphia; Frishmuth's, made by Frishmuth Bros. & Co., Philadelphia; Sensible, made by Larus Bros. & Co., Richmond, Va.; Lucky Strike, made by R. A. Patterson Tobacco Company, Richmond, Va.; Dill's Best, made by J. G. Dill, Richmond, Va.; Graveley Cut Plug, made by B. F. Graveley & Co., Virginia; Mastiff, made by J. B. Pace Tobacco Company, Richmond, Va.; Buckingham, made by J. J. Bagley & Co., Detroit, Mich.; Peachy, of J. S. Giller, Sons & Co., Philadelphia; Line Kilm Club, and some others.

Later it was also stated that overtures had also been made with a view to having the American Company's cigars made the jobbers' exclusive product, but that this was strenuously objected to, and then was not pressed.

It is, however, confidently expected that the independent manufacturers will make some kind of a move at an early date.

Arthur Haagen & Co., who are prominently known as the distributors of the Universal Company's products, were also interviewed, but they had little to say, further than that they would cheerfully give any information regarding independent made goods, and where they could be obtained.

Upon inquiry of one of the independent jobbing houses it was learned that on Monday they had sold out everything they had in that line, and could not get goods in fast enough to supply the demands made upon them. This would indicate that the retail dealers intend to supply their trade with whatever goods may be called for, if they can be gotten.

There is considerable speculation as to the outcome of this new deal, and any prediction of the ultimate results at this time would be the merest guesswork.

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1901 First-Class Pennsylvania Broad Leaf B's
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LEAF TOBACCO
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A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

OUR LETTER FROM HAVANA.
(Concluded from page 11.)

matters. He shipped 52 bales this week. A. M. Calzada & Co. have received 150 bales of their Remates (Vuelta Abajo) packing, a very fine piece of tobacco of high aroma, light colors and excellent burn. They will have another escojida going on in San Juan y Martinez. Gonzalez, Benitez & Co. are working two packings in the Vuelta Abajo, two in the Partido, and before long will commence four different packings in the Remedios district.

Receipts From the Country

	Week Ending June 11.	Since Jan. 1.
Vuelta Abajo	4,755	22,749
Semi Vuelta	560	1,597
Partido	2,182	16,842
Matanzas	—	112
S. Clara & Remedios	108	5,983
Santiago de Cuba	—	242
Total	7,605	47,255

Improvement at Lancaster

A Better Feeling in the Leaf Market and Among Manufacturers—Current News Notes.

Lancaster, Pa., June 20, 1904.

There was a slight improvement in the leaf market during the past week, and in which time a fair quantity of the 1901 crop changed hands. It is evidently in view of the fact that these are the only available old goods now in the market and are the stock that is being needed for manufacturing purposes.

During the early part of last week the heavy rains and incidental hail storms did some damage to the growing crop, although it is not believed that much replanting will be necessary, since the plants were so small that they will perhaps outgrow the injury. However, it has retarded the progress with the new crops very greatly.

The cigar trade can also be said to have slightly improved, though to the inexperienced person it would hardly be noticeable.

Wallace H. Leidy, who for the past year and a half has been associated with John G. Mumma, of Lititz, has retired from that firm.

Margie Jacoby, the oldest child of R. Jacoby, cigar manufacturer at Rothsville, died at her father's home in that town as the result of an illness caused by appendicitis, although an operation was performed to relieve her sufferings. She was unable to stand the shock despite all that could be done for her by three physicians and a trained nurse, who had been secured from Lancaster.

The Iona Tobacco Co., of this city, are doing quite an extensive business in their new warehouse on Charlotte street, formerly occupied by the L. C. Cigar Co. F. S. Weinhold, cigar manufacturer at Denver, narrowly escaped serious injury by a runaway accident last week. Mr. Weinhold's factory is located about half a mile outside of the town, and he was in the act of bringing some cigars to the depot when his horse took fright at an engine used in propelling a stone crusher which was in operation at the time. The horse dashed across a post fence, throwing Mr. Weinhold forward, who grasped the lines and clung to the horse, which dragged him some little distance. The animal finally extricated himself from the vehicle, which struck a tree. A broken shaft, coupling pole and some bruises to Mr. Weinhold's body were the extent of the damage.

Sam. Kauffman, representing Wm. Steiner, Sons & Co., New York, was a recent visitor here, and announced that the trade was uniformly dull.

Among other recent trade visitors were Lew Mueller, with Dohan & Taitt, Harry Bremer, of Lewis Bremer's Sons, and L. R. Eisenbrand, with L. Bamberger & Co., all of Philadelphia.

Henmhill Bros., cigar manufacturers formerly on Fourth ave. near Division street, Grand Rapids, Mich., have removed to S. Division street near Fifth ave.

A SALESMAN'S DOWNFALL.

A Versatile Cigar Man Comes to Grief—He Has Trouble with the Postal Inspectors.

W. A. Snyder was last week taken into custody by Postal Inspector Martin W. Malone, at the Windsor Hotel, this city, while in the act of trying to have cashed a money order. He had registered at the hotel as John C. Jackson, and offered in payment of his bill, which was \$2.25, a money order drawn in New York on Columbia, Pa., by a supposed remitter named J. G. Oaks.

Cashier Reynolds recalled a notice from the P. O. department advising hotels to look out for an imposter, and his appearance so closely resembled the description sent out that Mr. Reynolds' suspicions at once were aroused, and by means of a subterfuge he managed to hold the guest until he communicated with Inspector Malone who was also a guest of the house, and at the time was breakfasting, and he at once responded.

"We are looking for a forger of money orders," said the inspector quietly, "and you answer the description. You may be entirely innocent. All I ask you to do is to simply wait until I can ascertain that this order is right. If you are an honest gentleman you will be put to very little inconvenience."

"Why," said Mr. Jackson (as he was then known) "I don't see that there is anything in your proposition that anybody could find the least objection to."

Inspectors Morse and Williams were summoned from the post office and questioned Jackson, while Inspector Malone was telephoning New York.

The message soon came back from New York that it was for \$1.15. He had changed it with acid and raised it to \$25.00.

Confronted with the message from New York, he still stoutly maintained his innocence, said he was a traveling man, that he had conducted prayer meetings at 1018 Arch street, that he once had a position of \$5,000 a year, that his wife and four children, including a beautiful daughter of seventeen, lived in Ocean City.

When he referred to his evangelistic work, Inspector Williams picked up a Brotherhood of St. Andrew prayer book, found in all the rooms of the hotel, and opening it asked him to read the first passage his eyes fell upon.

It was this:

"O, Lord, we beseech Thee mercifully to hear our prayers and spare all those who confess their sins unto Thee, that they whose consciences by sin are accused, by Thy merciful pardon may be absolved through Christ our Lord. Amen."

The reading of the petition had an effect which few could have anticipated,

for Snyder dropped the book, and, in low words, at once admitted his guilt.

Numerous other incidents were quickly piled up against him, and Commissioner Bell held him under \$2,500 bail. If the official estimates are correct the arrest stops the career of the coolest, sleekest individual and most skillful handwriting expert in the business, in which he has swindled hotels, from Maine to Georgia.

Who Snyder Is.

William Albert Snyder was formerly a cigar salesman whose father is an old time and very reputable leaf salesman, having been for years with one of the largest leaf houses in Philadelphia.

Young Snyder had received a thorough business training at the hands of the senior member of a well known cigar manufacturing firm of this city, with whom a position was secured for him by his father's influence. When this gentleman was interviewed a few days ago he stated that he would never have thought it possible that Snyder could fall from grace in such a way. He said: "Snyder came to me when but a boy, and I soon learned to like him very much. He was bright, apt and more than ordinarily industrious. He advanced by his own energy, and very rapidly, until he was in full charge of our office, and regarded as one of our most valued and confidential employees. He left our employ of his own accord, about ten years ago."

Later he embarked into the tea and coffee business, and it is said he did very well, at least for a time. Later he secured a position as salesman with a cigar factory which he represented in southern territory, leaving that firm about 18 months ago. During last summer he was selling goods for still another manufacturer, who states that his transactions for them were all perfectly straight, and the only thing they have to regret is the making of some bad accounts.

Within the past few weeks he (Snyder) was again negotiating with still another manufacturer, to represent him the remainder of the season at seashore resorts, but nothing definite had been done.

In addition to this, he was negotiating with certain Pennsylvania manufacturers for a line of goods, holding out to them that he would either sell on a commission basis or buy outright. He is also reported to have remarked not long since that he contemplated entering regularly into the cigar jobbing business this fall by which time he expected to come into possession of some money.

PATENTS RELATING TO TOBACCO, Etc.

862,681 Machine for applying bands or labels to cigars or other articles; Wm. C. Briggs, Winston-Salem, N. C.

762,815 Advertising device and cigar cutter; Frances M. Fox, Chicago, Ill.

762,491 Tobacco sample binding machine; Loraine A. Pearson, West Milton, Ohio.

762,849 Medallion and match igniter; Fred B. Shepard, Gloversville, N. Y.

Choice of the Market



10 ¢



5 ¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

H. S. SOUDER
MAKER OF
CIGAR BOXES
AND LABELS
Souderton, Pa.
Telephone

Special Designs
Engraving
Embossing
Private Designs
a Specialty
Metal Printed Labels

GEO SCHLEGEL

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind
on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in
Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Wis.
Milton, Albany.

PACKERS OF LEAF TOBACCO

Reading, Pa.

STORAGE CAPACITY 10,000 CASES

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA

10¢

MANUFACTURED BY **A. B. CLIME** TERREHILL, PA.

STRICTLY UNION FACTORY
FABRICONA ROLFE'S CHOICE
POINTED ARROW SHARP KNIFE
VAMPIRE

5¢

York County Gleanings.

Cigar Manufacturing Generally Dull—
General News of the Trade.

York, Pa., June 20, 1904.

The York county cigar industry is in rather a desultory state at this time, and a number of manufacturers here have been piling up goods for many weeks. One factory in the lower end of the county is carrying a surplus stock of two million cigars, while another not far distant has at least a million and a half now on hand.

The real estate of Paul F. Dubs, cigar manufacturer at Bandana, York county, was recently sold by the sheriff for the benefit of creditors.

J. F. Sechrist, of Holtz, informs me that he can make no complaint regarding the dull trade thus far. He is particularly fortunate in having on the market just now a new brand of cigars, which has been taking very well, and which is known as "Uncle Joss." He states that he has not only had a fair trade, but that prospects of a steady increase are very bright.

H. F. Kohler, of Nashville, also reports his trade is improving. He has just put upon the road an additional salesman, and is confident of being able to largely increase his force for the fall trade.

More activity is reported among the cigar manufacturers of Red Lion.

Miller Bros., cigar box manufacturers, are now installing the machinery preparatory to the manufacture of cigar box lumber.

W. E. Kraft, of East Prospect, has placed upon the market a new package of three for five cigars under the brand of "Three Beauties," and is building up quite a fair trade on these goods.

Notice has been given by the trustee in bankruptcy of the assigned estate of the La Buta Cigar Co., S. L. Gross, K. L. Eisenhart and Alonzo Stouch, that he has filed application for leave to sell at

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

public sale certain parcels of real estate and other property of the said K. L. Eisenhart, which includes several properties in the city of York and other places. The petition will be heard and considered by Wm. H. Middleton at the office of John F. Kell, attorney-at-law, No. 50 East Market street, June 25, 1904, at 9 a. m.

Southern Cigarette Trade.

Birmingham, Ala., June 16, 1904.

Birmingham is decidedly a cigarette smoking town. There are more "sticks," as they are commonly known, sold in this city than in any other place of like size in the south. New Orleans is noted as the cigarette smoking city of the south, but Birmingham will run the Crescent City a close second, comparatively speaking.

The prices of cigarettes range from 5 cents to 50 cents per box, or package of ten cigarettes each. The domestic cigarettes sell for 5, 10 and 15 cents, while Turkish and Egyptian goods are offered at 20, 25, 35, 40 and 50 cents. According to retail tobacco dealers a large number of 35 and 50 cent packages of cigarettes are sold here.

Austin P. Sims, in discussing the cigarette trade, said:

"Birmingham is a splendid retail market for ready made cigarettes. Almost every kind of cigarette made is sold here and my observation has been that the imported cigarette trade has grown remarkably fast during the past two years.

"Two years ago the 5 cent packages of cigarettes were about the only sellers, but now we have calls for all brands.

"The general tobacco market in Birmingham has been good all of this year. I estimate that 95 per cent of the adult population are tobacco users."

Warren Falkner also reports a brisk trade in cigarettes. He said:

"It is surprising to note what a large trade is being done in the 35 and 50 cent packages of cigarettes. There is no special class who use cigarettes. It is the popular smoke.

"A large amount of granulated tobacco is sold in Birmingham, too. Most of the manufacturers of this kind of tobacco give away free with each package a book of cigarette papers and many smokers 'manufacture' their own cigarettes."

A good business in all tobacco lines, too, is reported so far this year, the cigar business being specially active just at this time. Cigars of all kinds are bought by Birmingham smokers.

All the tobacco merchants of Birmingham report a good business.



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.
Daily Capacity, 100,000 to 125,000

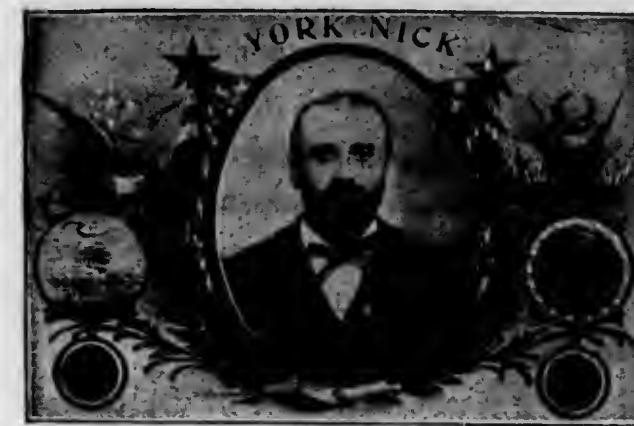


La Imperial Cigar Factory,

J. F. SECHRIST,
Proprietor

Maker of **HOLTZ, PA.**
High-Grade Domestic Cigars

LEADERS: York Nick,
Uncle Joss,
Oak Mountain,
Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.



A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader.
Known for Superiority of Quality



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.



Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the
Wholesale and Jobbing Trades.
Correspondence solicited.

Samples on application.

Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.



B. F. ABEL,
HELLAM, PA.

Manufacturer of Fine
Seed & Havana

Cigars

Joe F. Willard is Our Popular
Leader.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade.
Telephone Connection.

W. H. RAAB & SONS,

MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

M. H. Clark & Bro

Leaf Tobacco Brokers,

Clarksville, Tenn.

Cable Address
"CLARK."

HOPKINSVILLE, KY.
PADUCAH, KY.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

227 North Cherry Street,
Lancaster, Pa.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



Recommended for Their Exquisite Aroma and Excellent Workmanship.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty.

YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes



Leaf Tobacco Markets.

CONNECTICUT VALLEY.

This week we have to report good progress made in getting the new crop of tobacco set. I hear of many who have finished their setting. These, as a class, are the large growers, or men who grow in the neighborhood of ten to twenty acres or more.

The market reports a dull week in the trade at the great market centres. Not much is being done except in the imported tobacco, either Sumatra or Havana, and in New Zimmer that is bringing fairly good prices. Well, I am glad if there is one class of goos that has been sought after, that was grown in this country. Setting tobacco has been somewhat retarded by the recent heavy showers, making some land too soft to be worked, or to run the tobacco-setter over it. The difference between this season and 1903 is quite marked; last year being so dry that the men working the machine would become so covered with dust that one must be well acquainted in order to recognize them. The driver had to stop the team, for the dust was so thick that he was unable to see where the marker had marked for the next row. Our correspondents write:

Suffield: "The weather that we have been having for the last ten days has been perfect with its showers; not heavy rains that would cover the plants with soil, but gentle showers to water the newly set plants and help give the tobacco a good start. The tobacco first set is looking well."

Wethersfield, Ct.: "Quite a considerable part of the tobacco has been set the past week, the weather being all right for the business. Some of the plants were not quite large enough, however."

North Hatfield, Mass.: "The setting of tobacco has progressed very well during the past week, and a good proportion of the crop is now set out in this district, and is looking well. I hear of some pieces being harrowed up to be set over on account of wire worms. Oscar Belden & Sons, E. W. Field, Charles Harris and John Brennan have finished setting. No sales to report."

Conway, Mass.: "Transplanting of tobacco is nearly done; only a few of the small growers have not yet finished. It has been fine weather to start the crop; so much cloudy and wet weather has been especially good for those who set by hand (in the good old-fashioned way).

Cut-worms do not bother much this year. If it comes off warm and pleasant, I do not see why it will not grow fast and be a good crop."

Glastonbury: "Shade-growing of tobacco has never been popular here, and it is thought none will be started this year. Last year the amount was two or three acres. The machine tobacco setter is now in general use, most growers owning or hiring a machine. The implement has an attachment for watering the plant when set, and another for the purpose of sprinkling plaster upon the plant to kill the worms."

East Hartford: "Most of the tobacco raised here would be broad leaf, also a little of Havana seed. The acreage will be about the same as last year or a little larger. One grower will raise about four acres under cloth."

Gloomfield: "The shade-grown Sumatra Tobacco Company will start about ten acres under cloth and thirty to forty acres in the field. The Krohn Tobacco Company will raise about 115 acres in the field and the Windsor Association over one hundred acres. The total acreage in this vicinity will be fully up to last year."

Suffield: "Fully one-half of the plants have been set, about the same amount as last year having been put out. Shade growing has been given up here, but a proportion of broad leaf is increasing greatly. Farmers are using fertilizers liberally and most own or hire tobacco setters. Tobacco acreage here is about 2,500."

Tariffville: "Some of the new varieties of tobacco are being tested at the government station here. The Hartford Tobacco Association will raise about 100 acres, including about 10 acres under cloth. The Sutter Plantation will grow about 100 acres, A. Mitchelson 25, and the Indian Head Tobacco Company 10 acres under cloth. Several others will grow from 6 to 18 acres."

Enfield: "The moist, cloudy weather offers plenty of opportunity for setting plants which live and grow well without watering. The season is rather late compared with last year, but the use of the machines pushes the work rapidly."

Warehouse Point: "Seed leaf is the prevailing variety planted this year. The crop is backward, but farmers are rapidly catching up with the work."

Grandby: "The amount of shade grown tobacco will be somewhat reduced this year. Some, however, consider it a success. The Hartford Tobacco Asso-

\$145,000 GIVEN AWAY!

HOW MANY VOTES

will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand (\$145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000	in cash	\$25,000
To the next	1 person	estimating nearest,	10,000	in cash	10,000
To the next	1 person	estimating nearest,	5,000	in cash	5,000
To the next	2 persons	estimating nearest,	2,500 each,	in cash	5,000
To the next	10 persons	estimating nearest,	1,000 each,	in cash	10,000
To the next	20 persons	estimating nearest,	500 each,	in cash	10,000
To the next	20 persons	estimating nearest,	250 each,	in cash	5,000
To the next	100 persons	estimating nearest,	100 each,	in cash	10,000
To the next	200 persons	estimating nearest,	50 each,	in cash	10,000
To the next	500 persons	estimating nearest,	25 each,	in cash	12,500
To the next	1,000 persons	estimating nearest,	10 each,	in cash	10,000
To the next	4,000 persons	estimating nearest,	5 each,	in cash	20,000
To the next	5,000 persons	estimating nearest,	2.50 each,	in cash	12,500

10,855 Awards, aggregating \$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J. BRYAN	(Democrat-Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,914
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti-Fusion People's Party)	50,37
JOSEPH F. MALLONEY	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SRTH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (1/2) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,

Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer,

MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO
C. RUPPIN--LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.



R. E. JACOBY

Wholesale
Manufacturer of
**High Grade
Seed and Havana
Cigars**
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.



D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

Florida Sumatra Under Shade

Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.

By reason of our extensive experience
we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

ciation will raise 14 acres under cloth."
—American Cultivator.

EDGERTON, WIS.

The buying movement has gained a new impulse of late and more transactions have been recorded during the week than for some time past. Buyers are again riding quite freely and either old or new goods are being gathered in wherever found in country hands. The N. Y. firm of Meyer and Mendelsohn have secured more than 1,000 cases from first hands the past two weeks. The impression is gaining ground that the remaining portion of the crop will be as closely picked up as other years. For choice lots of assorted goods more satisfactory prices have been paid.

Sales coming to notice of assorted goods are:

Ole Dahl, 10a at 7, 4 and 1c.
T. C. Thompson, 8a at 7, 4 and 1c.
H. Henry, 5a at 6½, 3 and 1c.
O. B. Weinas, 28cs at 6½ and 1c.
M. E. Severson, 4a at 7, 4 and 1c.
Lars Augvick, 4a at 7, 4 and 1c.
Thos. Moe, 12cs at 7, 4 and 1c.
Andrew Peterson, 3a at 6½, 3 and 1c.
Holstein Johnson, 10a at 6 and 3c.
Mrs. J. T. McCarthy, 8a at 8 and 5c.
Chris. Holton, 50cs '01 at 9½, 5 & 1c.
W. Pomeroy, 35cs '01 at 9, 5 and 1c.

There is a moderate inquiry for old leaf and some fair sized sales have been effected by local packers. Several deals involving the sale of packings of new leaf are under consideration but not yet completed, except a 200cs lot put up by Peterson at Orfordville to Weil & Co.

The transplanting of the new crop is now well under way in all sections. Rain, however, is needed in some localities to bring about satisfactory results. Shipments, 600 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 865 hhds; offerings on the breaks, 290 hhds; public and private sales, 523 hhds. The market was active with Bremen spinners ¼ to ½c higher, the rest of the market was quiet. As the Bremen vessels are lying in New Orleans waiting for their

cargoes, the push to fill them may drive prices higher. The weather continues hot and dry, and planters would like to have rain to complete their plantings and replantings.

Our receipts of loose tobacco continue large at the warehouses, consisting mainly of lugs and the poorer crops. A portion of it has been finding its way to Virginia.

QUOTATIONS:

Low Lugs	\$3.50 to \$3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

RICHMOND'S NEW FACTORY.

The Outcome of the Sale of the Cameron & Cameron Plant.

Richmond, Va., June 18, 1904.

M. Falk, the veteran tobacco man, who for many years was a representative with Cameron & Cameron, has organized a new concern, which will engage in the manufacture of tobacco in this city. This is a result of the sale of the Cameron & Cameron business some weeks ago.

Mr. Falk not only has a wide acquaintance in the trade but a long experience, which should assure the success of the venture.

Special attention will be given to the manufacture of high grade smoking tobaccos, and other lines will be taken up as occasion may require.

Associated with Mr. M. Falk will be his son, Albert, who has also had much valuable experience, and will undoubtedly be able to render his father material assistance. The new enterprise will be known as the Falk Tobacco Company.

Mr. Falk has maintained an office at 33 Warren street, New York, for some years. This will be continued.

St. Louis Vending and Supply Co., of St. Louis, has been organized with a capital of \$300,000, to manufacture cigars and vend them through automatic machines, and to conduct a general manufacturing and mercantile business.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED



CIGAR MOLDS

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO. 121-123 WEST FRONT ST. CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877

New Factory 1904

H. W. HEFFENER,

Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.

**Steam
Cigar Box
Manufacturer**

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBEER

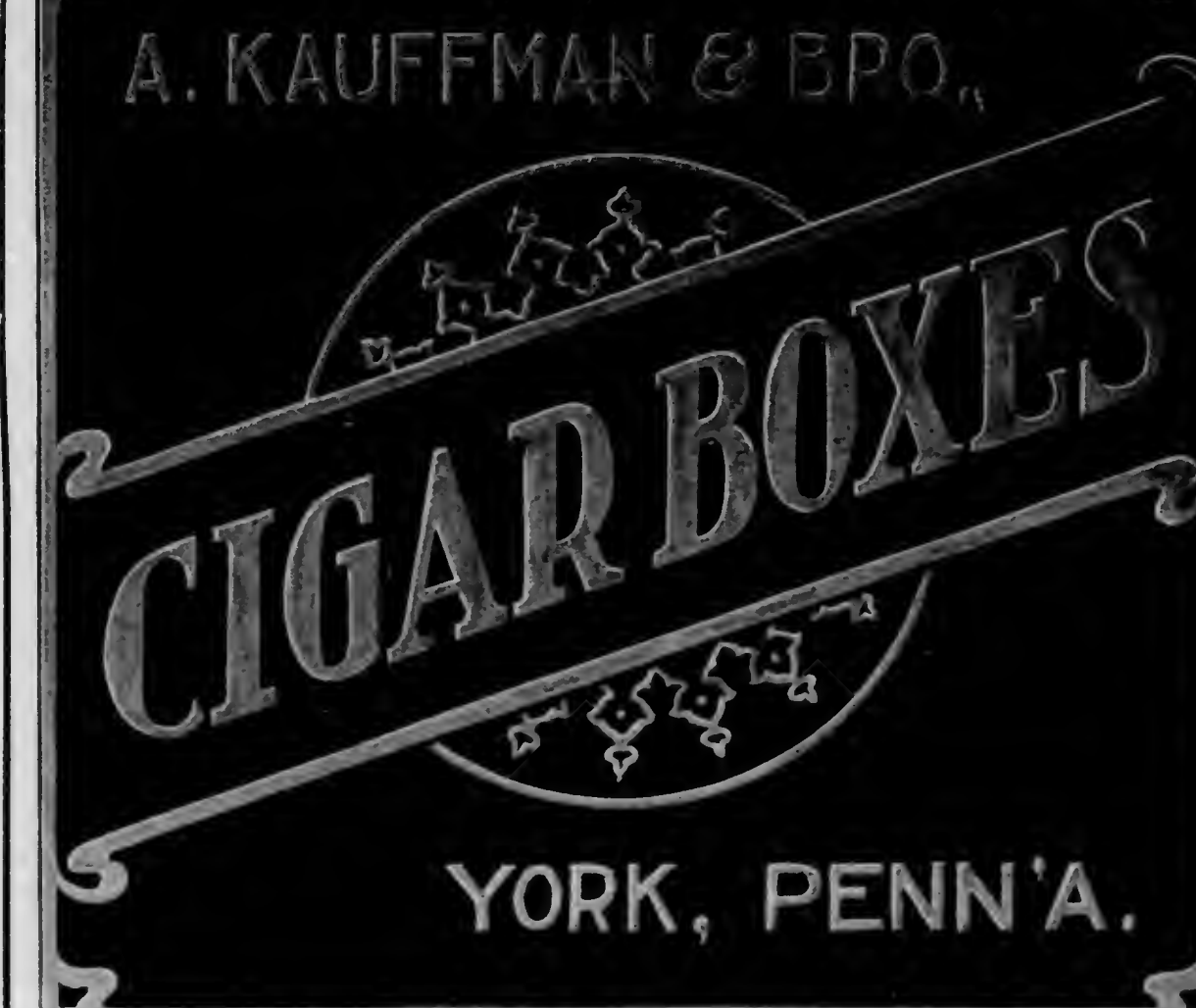
G. F. SKCOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St. Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antia Fort, Pa.; East Whately, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.



EMBOSSSED CIGAR BANDS
Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716-728 N. Christian St. LANCASTER, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Office Address: "Boales," U. S. A.
The Arnold's No. 5 Tobacco Cigar.
Hopkinsville, Ky.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

JOHN SLATER & CO.

MAKERS OF

Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER,
Washington, Pa.

JOHN SLATER & CO.,
Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW,
Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPP

Jobbing Trade solicited.

Write for Samples.

SOMETHING NEW AND GOOD

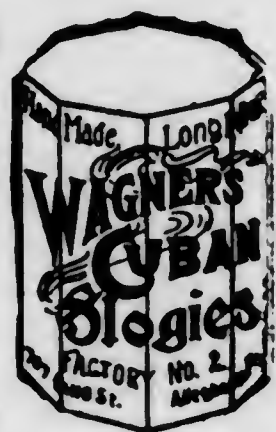
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples

AKRON, PA. Correspondence Solicited

Special Brands
made to order.

JOHN E. OLP,

Telephone
Connections

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of

Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and
Jobbing Trade only, solicited.

Business Changes, Fires, Etc.

Arkansas
Argenta Station—Rudisill & Ragsdale,
W. W. Rudisill, individually, cigars, etc.,
chattel mtge. \$250.

California
Los Angeles.—Broida & Hibbard,
manufacturers and retail cigars, fire loss,
insurance, \$700.

Georgia
Atlanta—Silverman-Goodrum Tobacco
Co., will change name J. J. Goodrum
Tobacco Co.

Illinois
Chicago—Chas. O. Youngstrand, ci-
gars, out of business.

Indiana
Fort Wayne—H. C. Humbrecht, cigar
manufacturer, dead, \$6,000.

Iowa
Topeka—F. C. Garmire & Co., manu-
facturers and retail cigars, damaged by
fire.

Maryland
Baltimore—Henry Leight, of Chas. G.
Leight & Bros., manufacturers and retail
cigars and tobacco, dead.

Massachusetts
Chelsea—Jos. Banker, cigar manufac-
turer, petition in bankruptcy.

New Jersey
Jersey City.—H. W. Fredericks, to-
bacco, chattel mortgage, \$476.

New York
Buffalo—Edwin G. Fuchs, cigar man-
ufacturer, judgment \$214.

Rochester—Valentine Lochner, cigar
manufacturer, dead.

Troy—Thomas F. Delaney, cigar
manufacturer, damaged by fire.

Ohio
Dayton—Betker & Behannon, retail
cigars and tobacco, dissolved.—Hamiel
Bros., cigars, succeeded by J. E. Hamiel.

Pennsylvania
Harrisburg—C. A. Straub, cigars and
tobacco, satisfied judgment, \$1,000.

Scranton—Becker Bros., Albert F.
Becker, individually, cigar manufacturers,
executes real estate mortgage, \$2,000.

Virginia
Petersburg—William Cameron & Bro.,
tobacco manufacturers, sold out.

Richmond—Alexander Cameron & Co.,
tobacco manufacturers, sold out.—
Cameron & Cameron Co., tobacco man-
ufacturers, sold out.—W. T. Hancock,
tobacco manufacturer, succeeded by
Rucker-Witten Tobacco Co.

Washington
Addy—Geo. Ray, cigars, etc., sold to
Salvage & Dudeck.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots
are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.

Manufacturer of
Fine and Common
Cigars

Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street
NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

PATENTS

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Twenty Years Practice. Highest references.
Send model, sketch or photo. for free report
on patentability. All business confidential.
HAND-BOOK FREE. Explains everything. Tells
How to Obtain and Sell Patents. What Inventions
Will Pay. How to Get a Patent, explains best
mechanical movements, and contains 300 other
subjects of importance to inventors. Address,
H. B. WILLSON & CO. Patent
Attorneys
774 F Street, N. W. WASHINGTON, D. C.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES
to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale



PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are
the MOST EFFECTIVE advertising
medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

GLYCOSINE

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

Headquarters for VANILLIN, COUMARIN,
TOBACCO and FRUIT FLAVORS.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders:
LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.



E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks,
Design-Patents, Copyrights, etc.
JOHN A. SAUL,
100 Drott Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF
ARTISTIC
CIGAR
LABELS
SHEP & VANDEGRIFT
Manufacturers
814-826
LAWRENCE ST.
PHILADELPHIA
SKETCHES AND
QUOTATIONS
FURNISHED
WRITE FOR
SAMPLES AND
RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

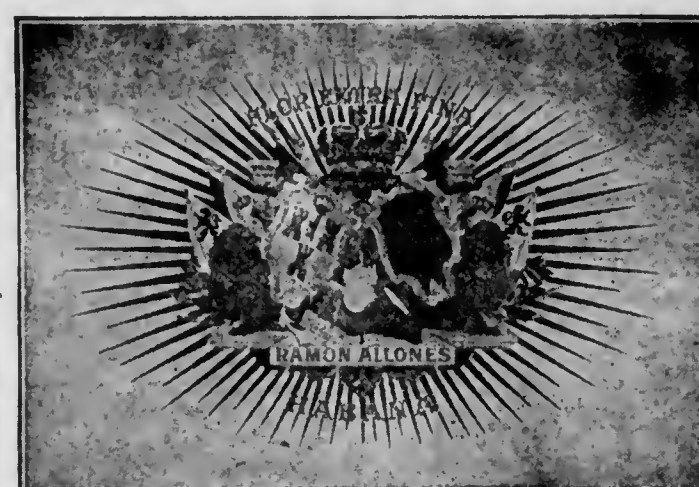


MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

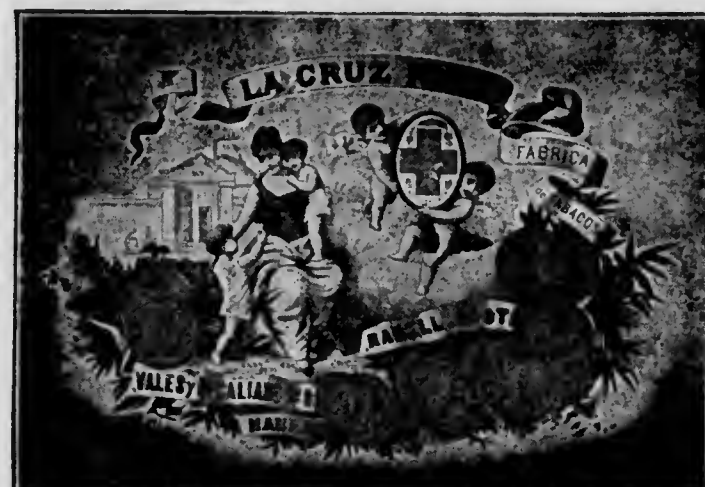
E. A. CALVES & CO.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the
Royal House of Spain.



This Factory Being Independent is Enabled
to Guarantee the Quality of its Products.

CIGARS



Factory, Galiano 98,
Havana, Cuba.



NATIONAL CUBA CO.
Sole Representative of the
United States and Canada,
147 Water St., New York.

Factories:
26 and 517

L. E. Ryder,

Manufacturer of

.. CIGARS ..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

9th District
Penna.

• CIGAR BOXES,
SHIPPING CASES,
LABELS,
EDGINGS,
RIBBONS,
and
CIGAR
MANUFACTURERS'
SUPPLIES.

GEO. M. WECHTER,
Manufacturer of

CIGAR BOXES

South Ninth Street,
Akron, Pa. Telephone
Established 1883. Connection.

A. D. KILLHEFFER — **MILLERSVILLE, PA.**



Goods Sold Direct to
JOBBERs and DEALERS.

Maker of
**High
Grade
CIGARS**
All
Fine
Work



NO SALESMEN EMPLOYED.

Warranted
Havana
Filler,
Sumatra
Wrapper
and
No
Flavoring
Used.



Communicate with the Factory.
We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 26.

PHILADELPHIA, JUNE 29, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents

**SUPERIOR
QUALITY**

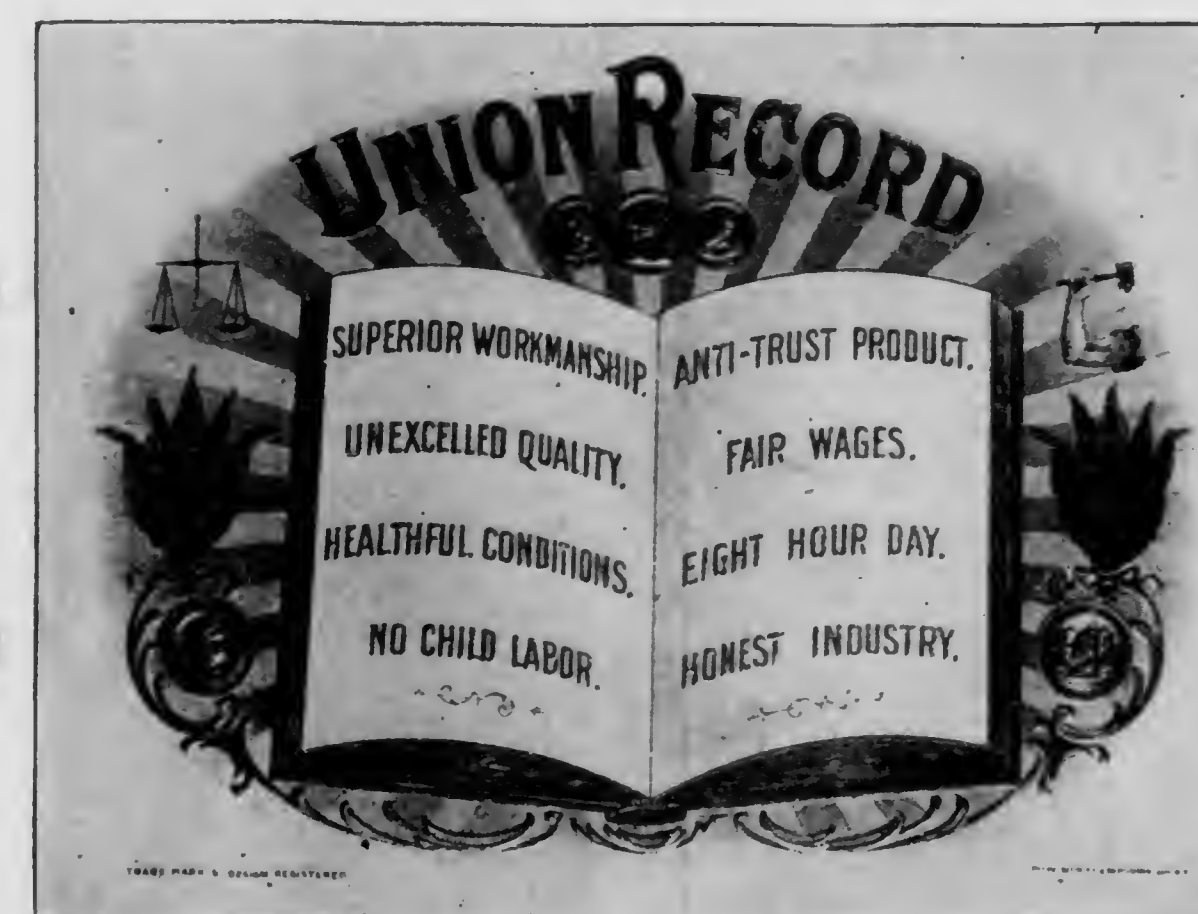


**THE BEST
WORK**

Our Ten-Cent Leader.

C. M. Yetter, Reading, Pa.
Manufacturer of
Fine Union Made Cigars

**Correspondence
Invited**

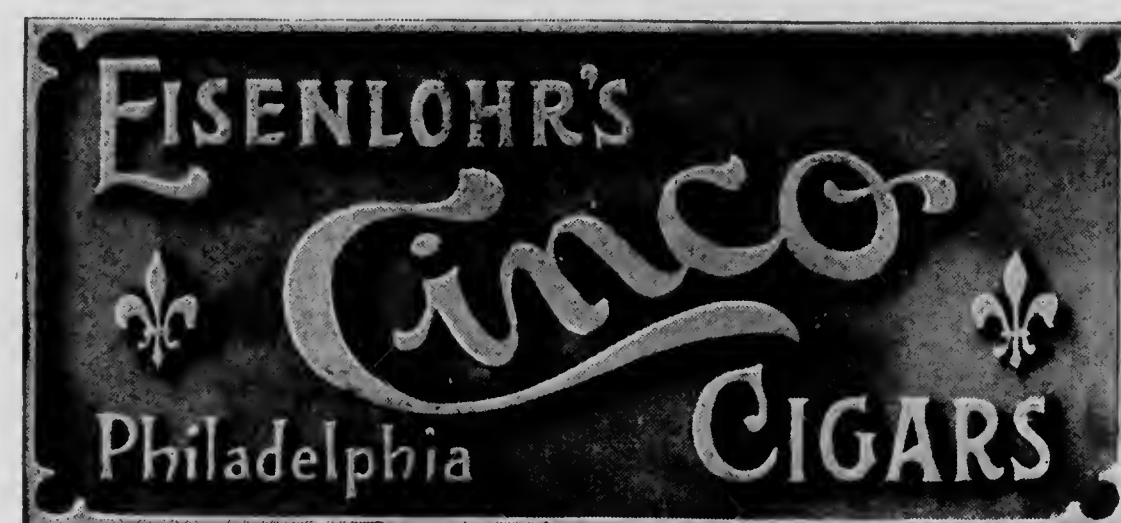


**Wholesale
and
Jobbing Trade**

Our Five-Cent Leader.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

— THE TOBACCO WORLD —



(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Reserved.



CHANNING ALLEN & CO.
Manufacturers of

FINE CIGARS

419 Locust St.

PHILADELPHIA.

Factory No. 909. Bell Telephone 4836-A.

Suzette

The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.

HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th Street, PHILADELPHIA.

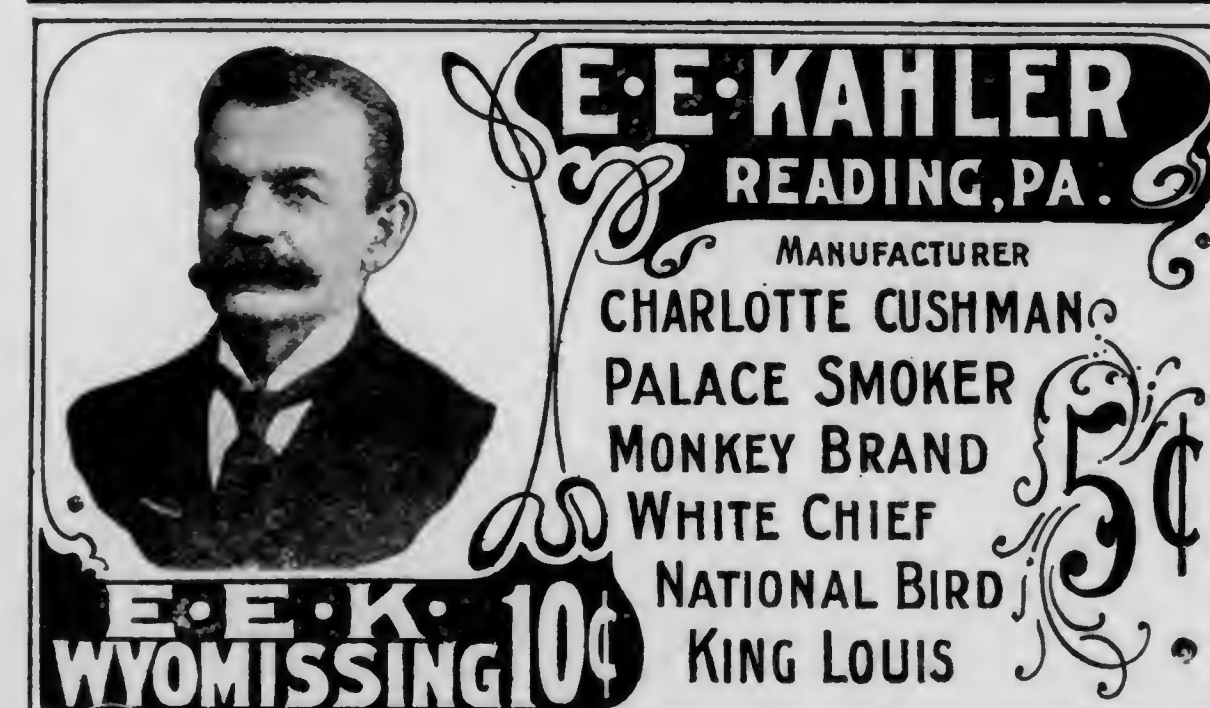
Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

**GUMPERT'S
MANETO**

114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.



E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881

Incorporated 1902



Published Every Wednesday

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In all countries of the Postal Union, \$2.00 per year,
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ADVERTISING RATES ON APPLICATION:

Advertisements must bear such evidence of merit
as to entitle them to public attention. No advertise-
ment known or believed to be in any way calculated
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Address TOBACCO WORLD PUBLISHING COMPANY, No.
224 Arch Street, Philadelphia, Pa.

Modern Merchandising?

THERE are some merchants who are in-
clined to indulge in the practice of selling
goods from borrowed samples, and the practice is
growing astonishingly fast, particularly among leaf
men, many of whom claim to be dealers.

In fact, the practice in some sections has be-
come so prevalent that we may well question the
advisability of such a policy, in the belief that a
few words of reasonable argument may not be un-
timely.

The basic idea presumably is to endeavor to
place certain goods firmly with a prospective pur-
chaser, before the original purchase is actually
closed, and no doubt with a view to relieving
themselves as far as possible from the risk of actu-
ally carrying the goods in stock. For some time
the practice, so far as the leaf tobacco trade is
concerned, has been confined almost wholly to
imported goods—Havana and Sumatra—but the
theory seems infested with a contagion which is
now beginning to extend to the seed leaf class of
goods also; consequently it becomes all the more
objectionable, and proportionately more hazardous
to such houses as allow themselves to be misled
with a false idea of modern merchandising.

Literally speaking, it is not merchandising,
but it is doing a brokerage business pure and
simple, harsh as it may seem to have it so said.
It is this class of would-be merchants who make it
possible for the identical goods to be submitted by
divers persons to one buyer, and it is not until he
may have finally made a sale on borrowed samples
that he begins to realize the very small margin of
profit the transaction is affording him, for the
reason that the original holder, having in the
meantime gotten wise, advances the price at a
time when the sample borrower is forced to buy
the goods. This is not infrequently the case, and

there are many who well know it, and yet they
could hardly be expected to admit that if these
sample borrowers were to confine themselves
strictly to legitimate methods their profits at the
end of the year would not only have been larger,
but also much more satisfactory, and who knows
but it might have saved them from many a humili-
ating situation in which they no doubt often found
themselves?

If, on the other hand, a straight business had
been done, and with the exercise of all diligent
care in selecting goods to the fullest extent consist-
ent with any legitimate mercantile business, man-
ufacturers and other prospective patrons would
have been saved much annoyance and a great
deal of confusion which the submission of a half
dozen samples of identical goods from as many
different people can cause them, and all with the
one common result—the result of an immediate
and fierce competition—a smaller profit to the
seller every time.

Such an occurrence would obviously have
been eliminated if the goods had been owned out-
right by any one of the competitors.

We believe it is well worth thinking over.

Causes of Fires for Five Years.

THE Fire Insurance Patrol of Philadelphia
recently issued a circular showing in tabu-
lated form the causes of fires for five years, which
was rather interesting. It was an extract from the
Fire Insurance Patrol Report of 1902.

Under the heading of causes chargeable to
carelessness and bad management, came cigars,
etc. It revealed the fact that in 1898 the number
of fires caused by cigars, etc., was 32; in 1899,
31; in 1900, 61; in 1901, 53, and in 1902, 65.

It indicates a rather remarkable increase in
the number of fires supposedly caused by the
careless use of cigars, etc., and which could not
have been so large except by flagrant carelessness.

National Association of Tobacco Manu-
facturers.

WHEN the National Association of Tobacco
Manufacturers again meet in annual con-
vention, which is scheduled for July 5 and 6, at
Old Point Comfort, Va., it will have many matters
deserving of deliberation and really serious con-
sideration.

Like every trade organization, its first essential
requisite is numerical strength, and secondly the
harmonious interest and co-operation of every
member. The association has grown steadily
since its inception, but it is a somewhat regrettable
fact that not all have evinced the interest and
energy which would be desirable, thus entailing
the more arduous labors upon a certain few.
However, the association meets this year under
rather favorable auspices, and a full attendance is
being urged by the officers and active members,
who promise to make welcome every manufacturer
who will attend and participate in the movement.

The welfare of the trade indicates the urgent
necessity of organization, and it is to be hoped


that this year's (the fourth) annual convention of
the Tobacco Manufacturers' Association of the
United States will be its best. An invitation is
extended to all to address any suggestions that
could possibly be of interest to the trade to the
President, T. M. Carrington, Richmond, Va., by
whom they will be properly brought before the
meeting for consideration.

Tobacco Culture in the Canary Islands.




UNITED STATES CONSUL BERLINER
writes from Tenerife as follows:

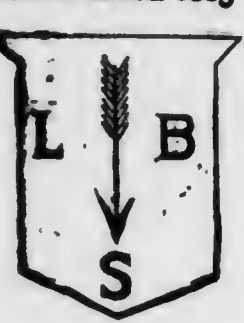
"The Spanish Government, in order to help
the farmers who grow tobacco, has compelled the
tobacco regie in Spain to take from the Canary
Islands every year for the next four years 220,000
pounds. At present the crop amounts to about
132,000 pounds, but more will be planted in the
future. It has also sent an experienced horticulturist
to see to the cultivation and what improve-
ments can be made, so that Spain at some future
day may be independent of Cuba in regard to
certain qualities of tobacco that are at present
bought there. The tobacco will only be bought
from the growers and none will be accepted from
dealers or speculators. All samples will be trans-
mitted to Madrid, subject to the approval of the
board of governors of the tobacco regie before
being bought, and the price paid for the tobacco
will be the same as the ruling price paid in Ha-
bana for Remedios tobaccos at the time those
crops get to the market. In the island of La
Palma, where nearly all of the tobacco of these
islands is raised, fully 20 per cent of the male
population have been at one time or other in Cuba
and have worked in tobacco plantations; they
have always been regarded in Cuba as their best
workers, and will, no doubt—having now the
protection of the Government—stay at home and
go in for tobacco cultivation. I may remark, as I
have had considerable experience in the tobacco
trade, that my opinion is that the quality of the
tobacco grown in La Palma, is far better than the
Remedios of Cuba; all that is necessary is to give
more attention and care to the planting and cul-
tivation, as well as to the curing. I have no doubt
that in years to come it will compare favorably
with the famous Vuelta Abajo crops. For the
year 1904 it will reduce the export of Remedios
tobacco from Cuba to Spain about 1,600 to 2,000
bales, and every year this will increase the quantity
grown, and at some future date it will be unneces-
sary to draw the supply of low grade of Cuban to-
bacco from Cuba, as it is expected that the Canary
Islands will furnish all that will be necessary.
Spain has always been the buyer of low grades of
Remedios, Partidos, Vueltas and other kinds in
the Habana market."

THE TOBACCO TRADE has every reason
to regard Senator Fairbanks, the Republican
vice-presidential nominee, with friendliness and
good will on account of the interest he has taken
in securing a reduction of the duty on leaf tobacco.
Philadelphia leaf men in particular remember the
Senator's work along this line.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of **HAVANA** and **SUMATRA** **Tobacco**
and Packers of **DOMESTIC LEAF**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan.  **Wm. H. Dohan.**
FLOR de DOHAN & TAITT, 
D&T Importers of Havana and Sumatra
Packers of  **107 Arch St. PHILADA.**
Leaf Tobacco

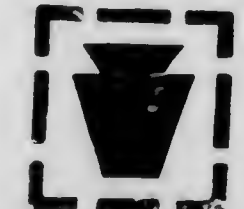
Established 1825
 **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG **HARRY HIRSCHBERG**
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
Packers of Seed Leaf **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of **SEED LEAF TOBACCO**
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinville, N.Y.



The Empire Importers and Dealers in
Leaf Tobacco ALL KINDS OF
Co., Ltd. **SEED LEAF, HAVANA and SUMATRA Tobacco**
118 N. 3d St. Phila.

 **Young & Newman, Sumatra & Havana** 
21 N. THIRD ST., PHILADELPHIA. **Packers of Seed Leaf.**



BENJ. LABE **JACOB LABE** **SIDNEY LABE**
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of **LEAF TOBACCO**
238 North Third Street, Phila.



J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE REALM OF THE RETAILERS

SELF CONFIDENCE.
A PERSON having little confidence in his own ability who undertakes to sell an article, ask a favor, or perform work of almost any kind, goes at it in a negative way; plainly demonstrating a sense of diffidence or inefficiency. This condition is felt by the second party, and if the transaction is one which requires a controlling influence on the part of the first, very little success attends his effort, and the second party becomes the more positive because of the negative condition of the first. If, on the other hand, the first goes to work with the manifest assurance sometimes termed "cheek," he at once assumes a positive condition, speaks and acts with great decision, and often, although there may be but little merit in what he may do or say, the manner of the operator subdues his subject and he becomes successful in the accomplishment of his purpose.

THE COURTEOUS COURSE.
VERY FREQUENTLY a customer asks for something not in stock, and a good many salesmen, upon finding that he cannot wait until the article is procured, allow him to depart without giving him any information as to where it can be procured. This is poor policy. The proper thing is to refer him to another store in the neighborhood where what he desires can probably be found. While such a course directs him to a rival establishment, it still places him under a certain obligation to his informant and keeps him still his customer. He would go to the other store anyway.

THE Bland Tobacco Co. has recently distributed innumerable one ounce sample packages of the Gaiety Cut Plug tobacco through local dealers. With the samples were sent a good quantity of advertising signs which were worded as follows:

YOU PAY YOUR MONEY
and take your choice. All kinds
of tobacco sold here, but we
recommend
GAIETY CUT PLUG
IT'S THE BEST.
Save the Wrapper Fronts for
Valuable Premiums.
Samples Free.

HOW ABOUT YOUR STATIONERY?
ONE THING about which too many retail merchants are careless is the quality of the printed matter which they use. It certainly does not increase the prestige of a retailer with his jobber, to have his correspondence written upon cheap letter heads furnished by some manufacturer. Of course the wholesaler does not judge his customer by the appearance of his letter head, without knowledge of other conditions, but the impression which goes along with a neatly printed letter head and envelope have quite a lot to do with the standing of the retailer in the mind of the man from whom he buys his goods. This is only natural, and this is in-

A PLAN FOR GETTING UP ADS.
A GOOD plan for busy dealers to put into operation, and one that has been tried with success, is to put every clerk in the house upon his mettle and award some prize to the one getting up the best arranged and most attractive advertisement. The moment they feel a spirit of good natured rivalry they begin to devote their spare moments to the question, and oftentimes they think out a policy and devise an scheme for gaining attention that is surprising to themselves, and to their employers. It also serves as a drill in one of the first essentials to a good merchant. This applies as well to circular announcements as to newspaper ads.

window announcement stated, a regular product of the Robert Klee factory, and is having a good sale, not alone in this city but at many other places as well. The goods were packed in 40th's and a special sale at the price named was made on certain days, resulting in a wide distribution of the goods. The exhibit was the result of considerable labor and some expense, but it proved a highly profitable innovation for the house. Hundreds of customers were attracted by the prominence which, was given the affair by effective publicity. The firm, of course, carries a large selection of goods, and while the principal feature was the Sapho de Nethersole, and large quantities were sold, it also materially aided the sale of other goods.

This house has for some time been handling the Klee products with gratifying success, and their sales of his goods are by no means a small portion of their cigar business.

IF a man or woman comes into your place of business and inquires for directions to some competitor's store, what do you do? The better plan is to tell it in as pleasant a manner as possible. Go to the door and show the way or make a pencil sketch on one of your own cards, showing the location so it can readily be found. Be just as courteous as you know how and you will be remembered. Don't take the person by the neck and turn on a hot air blast of your own, but give an exhibition of unobtrusive courtesy that will make its impression. Instances are not wanting to show the value of



DISPLAY OF SAPHO DE NETHERSOLE CIGARS.

tended for advice to the retailer who has been careless about the matter in the past. It is worth while to give more than a passing thought to the subject.

IT DON'T PAY a merchant to be jealous of his neighbor. The man who keeps on good terms with his neighbor has a better chance to succeed than the one who eyes everyone else in the same business as himself with suspicion. The man who is on good terms with everybody is in pretty fair shape to learn how customers pay their bills. For this, if for no other reason, the dealer should figure out that a narrow minded policy will not pay big dividends. Be broad-minded, and you will not regret it.

SAPHO DE NETHERSOLE.
THE accompanying illustration is a half tone reproduction from a photograph of a special window display, upon the occasion of a

SALE EXTRAORDINARY
KLEE'S
SAPHO DE NETHERSOLE
All Havana Cigar
Regular Price 10 Cents
REDUCED
to \$1.00 per Box

and which was recently made a very attractive feature by Showell & Fryer, Ltd., importing grocers and cigar distributors at Juniper and Market streets, Philadelphia. The Sapho de Nethersole is, as the

courtesy under all circumstances. For instance, a man and woman from a western state took up their residence in New York city. They were people of wealth and refinement, and the cordial effort to serve, when it was not a question of immediate trade, gave a well known store almost the entire furnishing of an expensive house. One may entertain angels unawares even in business. Salesmanship.

THE hot weather is here, but there must be no let up in the cigarman's persistent efforts to please purchasers. Reduce all physical labor to a minimum—let the brain figure out how work may best be accomplished with the least possible labor.

GARCIA y CA. Leaf Tobacco Warehouse, Habana, Cuba.

ROYAL BERKS
THE BEST
UNION MADE
5¢ CIGAR
on the Market
M. STEPPACHER
Manufacturer
READING, PA.

Write for Samples & Prices

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade **CIGARS**
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

The Catlin Tobacco Co.

This is a new house in the jobbing field, and began business last week. They will make independent goods a specialty and sent out to the trade the following circular:

To the Retail Cigar Dealers of Philadelphia:

The latest move of the TOBACCO TRUST, which has compelled the jobbers of this City to discontinue carrying goods of INDEPENDENT manufacture, has prompted us to form the above-named company for the sole purpose of carrying the war into the enemy's camp.

We will sell nothing but goods made by firms not in the TRUST and at prices ranging from 5 to 10 per cent below those of the TRUST. Having known in advance of the move just made, we have arranged to carry a complete line of INDEPENDENT goods. We can supply you with as full a line as can the TRUST, and have in course of perfection plans whereby you can offer as great, if not greater inducements to your customers in the Premium Line.

We believe that the smoking public of this city is willing to support a genuine movement to do battle with such an un-American institution as the TOBACCO TRUST, provided, of course, that they get the same quality of goods from the INDEPENDENTS. They will not accept an inferior grade of Cigars and Tobacco, so we feel confident in thus addressing the retail trade and saying, that if you will do your part, by putting in a full line of our goods and talk them good and strong to your customers, it will mean the ultimate success of our movement.

Let us make Philadelphia a Waterloo for the TOBACCO TRUST, for was it not in this city that the first determined stand for independence was made? In a few days (the Fourth of July) we will celebrate the anniversary of our break from the oppressor's yoke; why not make another break and show the most oppressive of all Tyrants that this is still the "Cradle of Liberty"? The time to make this stand is right now; for if the TRUST succeeds in this nefarious scheme they will draw the line still tighter and we will all be the sufferers.

If you will kindly fill out the enclosed post card and mail it to us, we will have our representative call and more fully explain our future plans.

As the demands upon us are already very great, we cannot fill orders sooner than ten days; but after July 15th, we will be able to deliver same day as ordered.

Our manager, Mr. Catlin, who is proprietor of the Pennsylvania Cigar Stores Co., would be glad to have you call and talk the situation over, as his experience in "bucking" the TRUST has been very successful, having through his efforts closed two of the TRUST'S Retail Stores in his neighborhood. His sales show 90 per cent INDEPENDENT goods to 10 per cent TRUST, and there is no reason why you cannot do the same.

Yours respectfully,

CATLIN TOBACCO COMPANY.

The headquarters of the Catlin Tobacco Company is at 144 North Eighth street.

The Blue Label League.

[COMMUNICATED.]

Philadelphia, June 27, 1904.

Editor of The Tobacco World:

It may, perhaps, be of interest to some of your readers to know what the organized cigar makers are doing, and for that reason I request a little space in your next issue. The convention of the Cigar Makers' Blue Label League of Pennsylvania, held recently at Wilkes-Barre, formulated plans for a vigorous campaign against the counterfeiters of our Blue Label, also against all persons who knowingly offer for sale cigars upon which such counterfeiters are placed. Thousands of dollars are annually appropriated by us to advertise our Label, and we will not, and can not, tolerate its misuse or counterfeiting. Our Craft, in its organized form, is endeavoring to secure better conditions for our families and our fellow-craftsmen. Any person familiar with the conditions prevalent in some of the factories we have to toil in knows full well there is plenty of room for improvement.

Each Local Union within the State will from now on have missionaries in the field for the purpose of propagating the use and patronage of our Label. We propose to visit all labor unions, beneficial societies, social clubs, political organizations, and such other bodies that we believe will stand by us in our fight against greed and child labor. For this cause we have opened the campaign.

Very truly yours,

JOHN DEBRUYN, Sec'y-Treas.

Blue Label League of Pennsylvania.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending June 25, 1904.

Hamburg—American Tobacco Co., 823 bales tobacco; 251 cases do; 10 bales cigarette paper, 19 cases.

Havana.—Havana Tobacco Co., 181 cases cigars, 1 do. cigarettes; J. E. Ward & Co., 1 case cigars, 3 cases cut tobacco.

San Juan.—American Cigar Co., 100 bales cigar cuttings; Lewis Sylvester & Son, 7 do. leaf tobacco; Order, 11 cases leaf tobacco.

Vera Cruz.—J. E. Ward & Co., 6 cases cigars; 413 bales leaf tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived June 21.

(2,108 bales; 96 bbls.; 33 boxes; 39 cases)
A. Cohn & Co. 428 bales
E. Rosenwald & Bro. 332 "
H. Duys & Co. 247 "
United Cigar Manufacturers 175 "
Rothschild & Bro. 161 "
Jos. Hirsch & Son 146 "
E. Spingarn & Co. 141 "
Brown Bros. & Co. 88 "
Hinsdale Smith & Co. 70 "
Fourth St. National Bank 69 "
F. & E. Cranz 68 "

OUR TWO BIG SELLERS.

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

BIG BOB
CANT BE BEAT
TRADE MARK
CHEWING & SMOKING
TOBACCO

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco—No Dirt; No Stems.

UNCLE JIM
TRADE MARK
TOBACCO
A GOOD A COOL
CHEW & SMOKE

Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, **VOE, PENNA., U. S. A.** Ninth Dist., Pa.

S. Rossin & Sons	56 bales	Park & Tilford	15 cases	A. M. Seixas	4 cases	Cayey Cagus Cigar Co.	6 cases
G. Falk & Bro.	49 "	L. J. Spence	7 "	R. Raap Trading Co.	4 "	Antilles Trading Co.	5 "
A. Blumlein & Co.	46 "	W. H. Stiner & Son	7 "	Victor Malga & Co.	4 "	Arguelles, Morringol, Sola & Hyon	4 "
Pretfeld & Co.	11 "	E. A. Kline & Co.	6 "	Rojas, Perez & Co.	2 "	Smith & Boltzenthall	4 "
Leonard Friedman & Co.	10 "	Strong & Towbridge	5 "	Str. Coamo, arrived June 25:			
American Cigar Co.	7 "	Acker, Merrill & Condit	3 "	(192 cases; 8 boxes; 1 package.)			
S. Auerbach & Co.	4 "	Victor Lopez & Co.	2 "	American Cigar Co.	84 cases	G. W. Sheldon & Co.	3 "
Company's General Agent	96 bbls.	A. Hollander & Co.	2 "	Mateo Rucabado	37 "	Villar, Riera & Co.	2 "
T. Halzman	33 boxes	Calixto Lopez & Co.	2 "	A. W. I. T. Co.	16 "	Cadiz Cigar Co.	8 boxes
A. Murphy & Co.	39 cases	Macy & Jenkins	1 "	R. Fabien & Co.	14 "	Cuban & Pan-Amer. Ex. Co.	1 pkge.
Str. Esperanza, arrived June 25:				A. S. Lascelles & Co.	7 "	PORTO RICAN CIGARETTES.	
(22 cases.)				Victor Malga & Co.	7 "	Str. Caracas arrived June 20:	
HAVANA TOBACCO.				American Tobacco Co.			
Str. Morro Castle, arrived June 21:				National Cuba Co.			
(1,880 bales; 38 bbls.)				Park & Tilford			
J. E. Ward & Co.	1,096 bales	Jas. E. Ward & Co.	5 "	Jas. E. Ward & Co.			
Sartorius & Co.	393 "	G. Amsinck & Co.	1 case	G. Amsinck & Co.			
Str. Morro Castle, arrived June 21:				(42 cases.)			
(1,880 bales; 38 bbls.)				PORTO RICAN TOBACCO.			
Str. Caracas, arrived June 20:				Str. Caracas arrived June 20:			
(327 cases.)				American Cigar Co.			
American Cigar Co.				Mateo Rucabado			
West Indies Cigar Co.				American W. I. T. Co.			
Porto Rico Co.				G. W. Sheldon & Co.			
Cadiz Cigar Co.				Durlach Bros.			
A. S. Lascelles & Co.				F. Bonilla & Co.			
Cayey-Cagus Cigar Co.				Vista Hermosa Cigar Co.			
5 "				5 "			

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade
Medium
Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is our Leader.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

E. A. CALVES & Co.  **HAVANA** 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA



BREMER BROS. & BOEHM,

119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING

GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in

Leaf Tobacco

L. G. Haussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in

LEAF TOBACCO

No. 231 Arch Street,
PHILADELPHIA.

Our Retail Department
is Strictly Up-to-Date.

S. Weinberg, IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf

120 North Third Street,
Philadelphia. **Tobacco**

H. Velenchik.

S. Velenchik.

VELENCHIK BROS.

Importers and
Dealers in **LEAF TOBACCO**

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER

J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers **308 Race St.**
and Commission Merchants. Philadelphia.

Long Distance Telephone, Market 3025.

Importers

Sumatra Tobacco

Joseph Hirsch & Son

A. Z. VOORBURGWAL 227 **Office, 183 Water St**
Amsterdam, Holland. **NEW YORK**

UNITED CIGAR
Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Combination
SCRAP
--Filler--

We Make Them for
6, 7½, 9, 10 and 12 cents.

J. L. METZGER
Tobacco Co.

Dealers in Leaf Tobacco
Lancaster, Pa.



Frank Ruscher

Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton,
Wis.: O. H. Hensing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Frank-
lin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford,
Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker.
Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.
Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in
America, Perfectly New, Eight Stories High, 84-85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.

Main Office, 84-85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller,
306 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.;
Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinville, N. Y.; Leonard L.
Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day,
Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

R. Z. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA.

NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

TAKING LIFE EASY in the HAVANA LEAF MARKET.

Not So Many Bales Sold, But Good Prices Were Paid—A Further Increase in the
Receipts of Tobacco from the Country—Notes of the Trade.

HAVANA, June 21, 1904.

The past week has not been very active in the leaf market if the number of bales traded in is taken into consideration, although, as a good part consisted of high priced wrappers and factory vegas, in dollars and cents the business may be considered as satisfactory. Besides, the purchases made by local factories in the country direct from the farmers are not enumerated in the amount of sales; if they were added the total figures would show quite a large volume of transactions. The number of northern buyers who visit our city during the summer season is never excessive, therefore the dealers do not count upon a large business until later on in the summer or early fall. The receipts from the country show a further heavy increase, thus demonstrating that the different packings in the Vuelta Abajo and Partido districts are hard at work in bringing the crop to market. In the eastern part of the island the torrential rains have continued, causing inundations and loss of life and property in several localities. While the tobacco crop, being housed in waterproof buildings upon high ground, has not suffered as far as known, the farmers have, however, lost their crops of corn, vegetables, etc., thus being placed in a precarious condition in some districts.

Sales for the week only sum up 2,211 bales in all, or 1,000 bales Vuelta Abajo, 956 Partido and 255 Remedios. The United States buyers have taken 1,017 bales, local factories 919, and European purchasers 275.

Buyers Come and Go.

Arrivals:—Jose Lovera, of E. M. Swartz & Co., New York; Ellis Arendt and Alfred Arendt, of E. Arendt & Sons, New York.

Departure:—H. S. Josephs, Jose Castro, Henry Bernheim, Nicolas Gonzalez, and Jose Pando, for New York, and John Hart, for St. Paul, Minn.

Havana Cigar Manufacturers are only moderately active, but, as this is always the dull season of the year, this ought not to cause any surprise. Business will not be active again until the new crop can be worked gen-

erally, as the few trials which have been made so far by several favored concerns do not constitute the rule. It will be the end of July or the beginning of August before the 1904 crop may be said to be workable. One prominent manufacturer described this year's growth as superfine, and others seem to share this opinion especially as to the Vuelta Abajo district. H. Upmann & Co. continue to report a fair call for their cigars from the United States, London, Germany and South America, keeping their factory fully occupied.

Cifuentes, Fernandez & Co. are likewise perfectly satisfied with the demand for their "Flor de Tabacos de Partagas & Ca," from the north, London and Chili.

J. F. Rocha & Co. speak in glowing terms about the good orders which they are receiving from all the markets of the world, and only say that, owing to the present limited capacity of their factory, they are unable to be more aggressive. However, they are in treaty for a building at San Antonio de los Banos, which, if carried through successfully, will enable them to put from 1,000 to 1,500 men to work, thus giving them the needed facilities to make the "Crespuscola" factory one of the largest in the trade. Jefferson and Nene will be pushed for all they are worth in the United States.

"Sol" is working steadily upon fair orders from everywhere. Behrens & Co. will not use the new wrappers and fillers until the end of July, as, while they have some fine temprano vegas of the Vuelta Abajo, they want to give the leaf all the opportunity possible to undergo the sweating process in the bales so as to have a perfect material for their coming cigars.

Rabell, Costa, Vales & Co. do not seem to experience dull times, as their orders are arriving as regularly as can be from the United States, London and South America. The Ramon Allones brand is gaining more and more in popularity in the north, as only the choicest fillers and wrappers are employed in it. The Emilenencia cigarettes of J. Vales & Co. are as victorious as the Japanese army and

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

**Bankers and
Commission
Merchants**

**SHIPPER OF CIGARS
and LEAF TOBACCO**

MANUFACTURERS OF



FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA I. HAVANA, CUBA

Remigio Lopez

Benjamin Lopez

REMIGIO LOPEZ y HERMANO

Manufacturers of the Imported Brands

La Mas Ferosa y Magnetica de Cuba
No. 83A Amistad St., **HABANA, CUBA.**

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. **Havana, Cuba.**

NARCISO GONZALEZ.

VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN.

G. W. MICHAELSEN.

H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPER OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba
O'Reilly 50, & P. O. Box 493,

BEHRENS & CO.

Manufacturers of the
Celebrated Brands,



SOL and
LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.

Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108-110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123, Habana

Cable:
ONILEVA.

Royal Cigar Factory

INDEPENDENT



The
Oldest
Brand

The
Best
Cigars

Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Habana, Cuba.

JOSE MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176, HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address: "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39-41, Havana, Cuba.
Cable Address:
"Cuetara."

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

navy, defying all competition in all countries, excepting those where the duty is prohibitory, like the United States duty upon cigarettes, for instance.

Enrique Dorado & Co. are in receipt of good orders from their United States allies, the National Cuba Co. who have placed El Rico Habano with all the chief jobbers of the United States and Canada.

Remigio Lopez y Hno. have no kick coming to them, as Don Remigio Lopez is fully occupied in shipping La Mas Ferosa and Magnetica de Cuba to the north and elsewhere, besides attending to the escojida of leaf tobacco for their factory, which is showing up splendidly. **Buying, Selling and Other Notes of Interest.**

C. C. Rosenberg has purchased several hundred bales of new Vuelta Abajo and Partido for his El Provedo factory at Tallahassee, Fla.

Fernando Fernandez y Hno. were the biggest sellers this past week, turning over 400 bales of Vuelta Abajo and Partido.

Otto Sartorius has been busy in the market making some purchases of the finest leaf that he could lay his hands on.

Aixala & Co. delivered 316 bales of Vuelta Abajo and Partido upon contracts made by them to local factories and northern buyers. They intend to open an escojida in Las Vueltas, Santa Clara province, by the end of this month.

H. Upmann & Co. shipped 400,000 cigars this past week.

Jose Menendez disposed of 214 bales of his fine vega, La Serafina, which he always packs with the utmost care.

Suarez Hnos. have received about 500 bales of Vuelta Abajo from their several escojidas.

Bruno Diaz & Co. sold 200 bales of Vuelta Abajo and Partido to factories here and to northern buyers.

Muniz Hnos & Co. increased their holdings by 400 bales of Remates which came in from their escojidas in the Vuelta Abajo, where Don Luis Muniz has gone for an inspection trip.

Antonio Hernandez Rivero turned over 200 bales additional of Vuelta Abajo from his Abra packing the past week.

Sobrinos de V. Diaz are receiving regular shipments of Vuelta Abajo and Partido from their several packings in the country.

Jorge & P. Castaneda closed out 190 bales of their fine Tumbadero escojidas to local manufacturers as well as to northern buyers.

Ellis and Alfred Arendt have been looking over our market carefully before making their selections.

Jose F. Rocha sold 176 bales of Vuelta Abajo new crop to Havana factories.

John Hart has been hard at work to gather a sufficient supply for his St. Paul

factory, for which he has secured several hundred bales of Vuelta Abajo and Partido tobacco.

Sobrinos de A. Gonzalez disposed of 150 bales of Partido and Vuelta Abajo.

Voneiff & Vidal Cruz continue to work with full forces in their several escojidas in the Vuelta Abajo and Partido districts, while at the same time Don Francisco Vidal Cruz is in treaty upon a very important deal with a Tampa customer of the firm.

Rabell, Costa & Co. turned over 110 bales of Vuelta Abajo and Partido this past week.

Loeb-Nunez Havana Co. shipped 100 bales of old Remedios to the United States.

Fred. Metz, formerly with A. Moeller, has joined forces with Silveira & Co., who intend to do a larger business with the United States, as Don Fernando Cardenas cannot attend alone to their growing trade with Germany and the north.

A. M. Calzada & Co. bought, sold and shipped 100 bales of old Remedios to a northern customer.

G. Salomon y Hnos. sold 55 bales of their choice Remedios holdings.

M. Garcia Pulido received 99 bales of Remedios this week from his packings in the Vuelta Abajo.

Avelino Pazos & Co. sold, through Don Ramon Rodriguez, 26 bales of high priced wrappers of their Vuelta Abajo and Partido escojidas to local factories.

The number of bales is small but if the amount of the bill was published it would be equal perhaps to 260 bales of good fillers.

Receipts From the Country		
	Week Ending June 18.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	7,381	29,860
Semi Vuelta	688	2,285
Partido	2,663	19,505
Matanzas	—	112
S. Clara & Remedios	420	6,403
Santiago de Cuba	—	242
Total	11,152	58,407

Lancaster Market is Quiet.

Old Tobacco Pretty Well Cleaned Up—General Notes of the Trade.

Lancaster, Pa., June 27, 1904.

The local leaf market remains quiet and rather inactive, partly because in old goods packers are pretty well cleaned out and the new goods will not be ready for the market for some months, leaving them in a sort of in between season. Local jobbers continue to do some business with manufacturers, but they continue to buy only in moderate quantities.

The planting season is about finished and it is now definitely known that the acreage is slightly less than last year.

Horace R. Kinports, of the M. Kinports, (Concluded on page 22.)

J. F. ROCHA & CO.

Manufacturers of the Celebrated Brands S. en C.

"Crepusculo," "Nene" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR,
No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125, HABANA, CUBA.

Cable:—ZAIDCO

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable: "Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable: "CALDA." HABANA, CUBA.

J. Lichtenstein & Co.
Leaf Tobacco NEW YORK
131 Water St.

Importers of New York Amsterdam.
J. & E. Cranz, Sumatra Tobacco, 144 Maiden Lane, Trieste.



ROTHSCHILD & BRO.

141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

14. SCHOENER.

CABLE ADDRESS "TACHUELA"



Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO

New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840.

Cable "Morg."

Hinsdale Smith & Co.
Importers of Sumatra & Havana Tobacco
and Packers of Connecticut Leaf
125 Maiden Lane,
NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

New York has had a fair leaf trade during the past week in both seed leaf and imported goods. A rather brisk trade was experienced in Wisconsin binders of the 1902 crop. In 1902 Pennsylvania broad leaf the market is pretty well depleted, consequently the 1901 goods are getting a fair share of attention. Some 1903 Zimmer has also changed hands during that period, and 1903 Connecticut seed wrappers and seconds are a ready selling commodity. The Havana market, in view of the present condition and quantity of stock on hand, is rather quiet, while the Sumatra market was quite active in both old and new goods.

Leonard Cohn, son of A. Cohn, senior member of A. Cohn & Co., leaf packers and importers, was married on the 16th inst., to Miss Daisy Seasongood, of Cincinnati, the ceremony taking place at the residence of the bride's parents on Avondale avenue, and was attended by a large number of guests. Mr. Cohn and his bride are now spending their honeymoon in the Berkshire Hills.

Sigmund Rothschild, of Rothschild & Bro., returned from an extended stay in Amsterdam last week, on the steamer Kron Prinz Wilhelm.

By indictment of the grand jury of Plymouth county, capias warrants were issued at Plymouth, Mass., for the arrest of Lloyd F. Mahew, of New York, representing the Continental Tobacco Co., and G. D. Gafford and Abe Strauss, of Boston, Mass., representing the American Tobacco Co., for alleged violation of the anti-trust laws coming under the criminal statutes relative to trade intimidation. It is stated that in the solicitation of orders as traveling salesmen certain conditions were imposed for the sale of their goods, stipulating that the purchaser should not handle the goods of competing concerns. Bench warrants were, therefore, issued for the arrest of the parties.

According to a dispatch from Springfield, Tenn., Robertson County Grand Jury has failed to find sufficient evidence of a combine to destroy competition in buying leaf tobacco to return an indictment under the anti-trust law of Tennessee. C. C. Bell, agent for the Imperial Tobacco Company of England; William McMurry, agent for the Italian Government, and others, were summoned before the grand jury. The investigation

was in line with Congressman Gaines' fight on the so-called Tobacco Trust, and was the direct result of the organization recently of the Tobacco Growers' Association, which appointed a committee to secure evidence of the alleged unlawful combine.

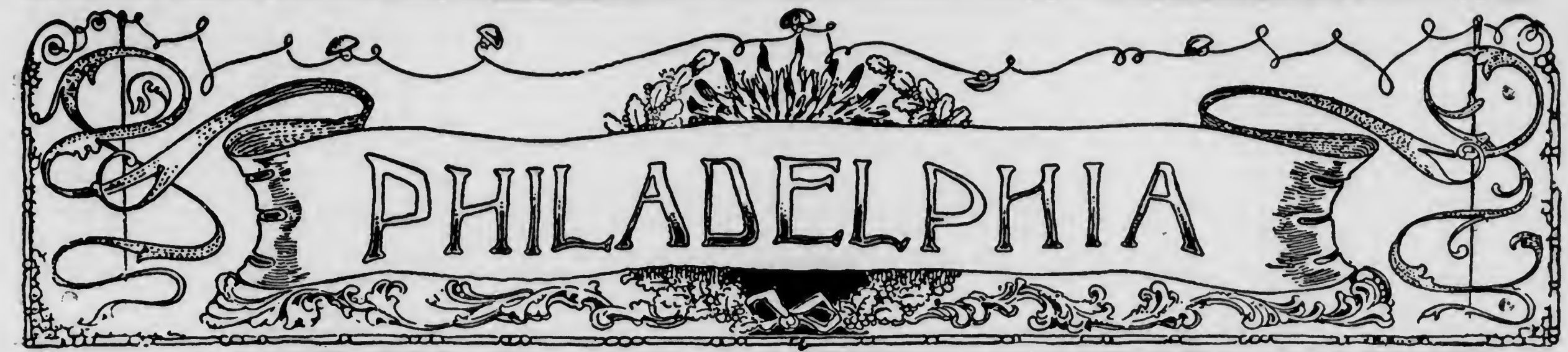
At the last meeting of the Retail Cigar and Tobacco Dealers' Association of New York, which was held last week, it was evident that the new rule of holding only monthly meetings during the summer season was a good one, as the attendance was not only greater but the interest in the organization was far more enthusiastic. President Lane, of the National Association, was present, and again urged that the stamp of the National Organization should be more freely used, and also announced that in a very short time the National Association would be in a position to start its campaign with renewed vigor. It was argued that the association should have its own brands of tobacco, but President Donigan thought that the association seal was sufficient to protect the association, for if the brands are sold under those conditions they would undoubtedly bring high prices by reason of which the association would also be a beneficiary; he advocated conservative action in introducing new brands, otherwise there would be danger of them being sold, intimating that there should be extreme care in safe-guarding them in every possible way.

The hearing on appeal of the Havana American Co. against Louis F. Fromer & Co., regarding an alleged infringement on the title "El Principe de Gales," which came up on Monday last, was adjourned for two weeks.

M. Falk, of the Falk Tobacco Co., Richmond, Va., recently visited the trade in Philadelphia, and opened several desirable accounts for the new house. Mr. Falk states that they have already booked orders for large quantities of goods, and that it will compel them to confine their operations for the present at least to only the higher grades of goods, as it will now keep them busy for a long time to fill the orders already on hand.

Max Schats, president of the Max Schats Co., formerly manufacturers of cigars at 327 East Twenty-third street, was last week discharged from bankruptcy by Judge Holt. The liabilities were \$280,900.

The annual outing of the employees of Simon Batt & Co. will occur next Saturday at Bachman's Pavilion, at Clifton, Staten Island. The amusements will include games and athletic events of various kinds, and the occasion is always looked forward to with fond anticipation.



TO TAKE MORE FACTORY SPACE.

The factory of the Vicente Portuondo Cigar Company, at 508 Cuthbert street, has taken on an additional thirty cigar-makers during the past week, but even with this increase it is still impossible to keep pace with the incessant orders that are pouring in. It is likely that fifty more hands will be put at work at once, and additional space for manufacturing cigars secured in the immediate vicinity of the present factory. With their augmented force, the company was able to put out 40,000 more hand made cigars last week than in the previous week. But this increase will not be sufficient to meet the demand and orders that are already in hand, hence the necessity for having a contiguous annex to the factory. The secretary of the company says it may be necessary to double the present force.

The Lady Lynn cigar is meeting with a good reception, orders promptly following the receipt of the well-flavored samples. The Vicente Portuondo Company has been considering the advisability of giving its hands a picnic, but after mature consideration and consultation with the workmen, it was concluded to delay the affair until Labor Day. Then the company will invite the cigarmakers on a grand excursion and shoulder all of the expenses. The orders for the regular brands of cigars of the company are in excess of the output. As announced in last week's Tobacco World, a bigger factory will be taken as soon as the present lease runs out next fall.

VETTERLEIN BROS. WANT HANDS

Vetterlein Bros., of Saboroso fame, whose factory is on Fifth street above Arch, announce a slight shortness of stock, which will necessitate an increase in their manufacturing capacity. They are pushing forward their factory output to the utmost, and need a number of good hands to increase the working force. Only first class hands that are good rollers are required, however. The firm's Boston branch, at 77 Summer street, that city, is also very busy, and orders keep pace with the output.

GELLERS AND "INDEPENDENT" GOODS.

J. S. Geller, Sons & Co., of Market

street near Fifth, who deal exclusively in "independent" tobacco goods, say that they expect their business to increase heavily on account of the recent alleged edict of the American Tobacco Company. They claim their goods will find a market where before they had no entrance, principally among retailers who will drop handling the trust goods. Gellers announce that the holder of ticket number 1706 has not yet called for the big Dutch prize clock.

AN OPIA DISTRIBUTING AGENCY.

The Catlin Tobacco Co., at 144 North Eighth street, have taken the distributing agency of the Opia 5c cigar, of Barnes, Smith & Co., of Binghamton, N. Y. This arrangement was consummated last week, by E. S. Garland, the firm's representative, and a vigorous campaign is to be made on them by the new distributors. The brand will be liberally advertised, and with energetic push it will no doubt soon be found among the favorite smokes in this city.

CIGAR COMPANY CHANGES NAME

The El Draco Cigar Manufacturing Company, backed by substantial capital and in the hands of competent managers, is the latest addition to the cigarmaking firms of Philadelphia. The new concern has risen out of the ashes of the Allen & Marshall Company, Second and Arch streets, as it were, for, at a meeting of the stockholders of that company during the past week, it was decided to change the name of the corporation to the El Draco Company.

President and General Manager Joseph I. Comber, when seen by a representative of The Tobacco World, said that the policy of the new company will be an aggressive one. New brands of cigars will be brought out, and several of the present conservative brands will be pushed forward by extensive advertising. Mr. Comber succeeded Channing Allen, the recent owner of the plant, and who was the successor to the original firm of Allen & Marshall. Both of these retired from the company some time ago. Mr. Marshall going to the Theobald & Oppenheimer Company and Mr. Allen into business for himself.

Mr. Comber said that both factories of the El Draco Company are running but

business is not yet very heavy. The company has a good line of salesmen in the city and in the South and West. The Hunter cigar is now the leader of the company in 5c goods, while the El Rutherford remains the principal 10c cigar.

A LINE OF CHARLES THE GREAT.

The Pennsylvania Cigar Stores Co., at 144 North Eighth street, have added to their already fine assortment of high grade products a line of Charles the Great clear Havana cigars, made by Salvador Rodriguez, of New York, Havana, Tampa and Key West. They will be carried in a variety of sizes. The transaction was consummated by J. J. Kearns, who recently took up this line for Pennsylvania and Maryland.

CHANGES AT THE DALTON STORES

Some changes occurred this week in the management of the M. J. Dalton Co.'s cigar stores, made necessary by the retirement of two former managers to form the new partnership of Yahn & McDonnell, whose cigar store at Fifteenth and Chestnut streets will be opened about July 1. Frederick W. Worthington, formerly the manager of the Dalton store at Thirteenth and Chestnut streets, assumed charge of the store at Fifth and Chestnut streets, from the management of which Robert H. Yahn retired. William H. Whitaker became manager of the Dalton store at Thirteenth and Arch streets, control of which was recently released by M. J. McDonnell. Mr. Dalton has charge at present of the store at Thirteenth and Chestnut streets. Mr. Whitaker, perhaps, is not as well known to the general trade as Mr. Worthington, but is bright and affable. He was formerly in the retail cigar business near Twenty-third and Berks streets.

PENT BROTHERS DROP A STORE.

The Stag Cigar Company's store at 1231 Chestnut street will soon be a thing of the past. The stock is being sold at a sacrifice preparatory to the owners retiring from business at that point. The fixtures are for sale and the store is for rent, say the big signs over the door. The place was run by Pent Brothers, who manufacture the well known Tahoma cigar, and who have a handsome store

under the Reading Terminal station. No cause is given for closing out the Chestnut street store, except that such a project had been under consideration for some time.

CIGAR FIRM CHANGES.

After a brief career as principal manager of a new cigar store, on Chestnut street near Fifteenth, Reuben Goldsmith, a well known dealer, sold his interest to his silent partner, George M. Beatty. The store was run under the firm name of R. Goldsmith & Co., and was opened about two weeks ago. Mr. Goldsmith sold his interest for \$650, and returned to his old store at Fifteenth and Sansom streets, which he says, will occupy all his time. Mr. Beatty is new to the cigar business, but is genial and bound to make friends. He handles an excellent line of high grade goods, including those of Gumpert, Garcia and others.

CIGARMAKERS BIG PICNIC.

The grand annual picnic and summer night's festival of Local Union 165 of the Cigarmakers' International Union took place on Saturday last, at Davis' farm, on Chelton avenue, Germantown. The Willow Grove and other cars took large concourses of the excursionists to the grounds—men, women and children. There was music and dancing, and during the day sports and games of all kinds were in order.

MORE BASE BALL NEWS.

There were two base ball matches on Saturday—one between the Juan F. Portuondo Cigar Mfg. Co. and the Theobald & Oppenheimer, and the other between A. S. Valentine & Son and the Stonecutters teams.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)
FOR SALE.—450,000 good 2 for 5c Cigars. Samples to reliable people upon application. For particulars address MANUFACTURER, Box 138, care of The Tobacco World, Philadelphia. 5-1-4t

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia. 6-22-tf

WANTED.—A Salesman desiring a new line of Domestic Long Filler Goods just placed on the market and meeting with success. Address D. W. HUNTER, Thomasville, York County, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
— THE TOBACCO WORLD —

Established 1880.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

Ready
Selling
Product



Big
Profits
for
Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

With Manufacturers and Jobbers.

Arthur Hagen & Co., of 63 North Front street, one of the oldest manufacturers wholesale agents, request that we announce that they will at all times cheerfully give dealers any information desired along the line of supplies of goods of independent manufacture.

Capt. W. W. Sweisfort, cigar and tobacco manufacturer at 1203 Columbia avenue, joined a party of the Sixth Pennsylvania Cavalry (Lancers) Veteran Association on a nine days trip to the World's Fair and Niagara Falls, from June 24 to July 2, inclusive.

Carloads of tobacco are now being unloaded at Frishmuth Bros. & Co.'s new factory, Seventeenth street and Allegheny avenue, as fast as the builders complete the roof of the store house to afford the goods shelter. Twelve cars were unloaded in one day last week.

Frishmuth Bros. & Co. admit that they are selling manufactured tobacco goods directly to the retailers in cases where jobbers refuse to handle their goods, but they deny that they are conducting any fight against the American Tobacco Company. The retailer is said to be the one chiefly benefited by Frishmuth's new departure, getting the Luxury, Stag, Green Goose and other tobaccos at the wholesale rate given to the jobber. Frishmuth Bros. & Co. say they are prepared to meet any move that the American Tobacco Company may make.

A. S. Valentine & Son have gotten out a unique souvenir advertisement, appropriate to the Fourth of July, which has been sent out to their customers and the cigar trade generally. It is an old-fashioned Colonial folding envelope, in red, white and blue. It contains a facsimile of the Declaration of Independence with the reproduced autographs of the celebrated signers, and a brief history of

the birth of the American flag just before the issuance of the proclamation. The whole advertises the Betsy Ross nickel cigar, which is manufactured by the firm. The envelope, enclosed in an imitation blue ribbon, has a red seal, upon which is imprinted the Liberty Bell and its motto. The Valentine factories continue to be very busy and new men are hired every week. The latest addition at Key West has also been increased.

W. K. Roedel spent a couple of days in Atlantic City last week, and was benefited by the trip. His Philadelphia cigar is achieving popularity at the seaside resort.

A big Eisenlohr sign, shaped like a shield, is attracting much attention at Broad and Chestnut streets, where it is perched on the roof at the northwest corner. Painters had a delicate and lofty job all last week putting on the colors.

Leaf Dealers' Jottings.

The Loeb-Swartz Tobacco Company reports having done an extensive business during the week in Sumatra and Havana goods. Good reports also come from the firm's branch office in Cuba, which is in charge of Mr. Creagh.

George W. Newman, of Young & Newman, returned from a trip up the state during the week after contracting for considerable new business for his house.

B. Labe & Sons are also among the leaf dealers reporting a business activity during the week, their salesmen doing well.

M. B. Arndt, with Julius Hirschberg & Bro., who was taken ill while travelling in Ohio, has returned to this city much improved. He was confined at Mt. Clements, O., for three weeks with an attack of rheumatism. After a couple of weeks' rest in this city, Mr. Arndt expects to go again on the road.

The Amsterdam Sumatra Company reports a gradual increase in their business. Not only have the retail sales been fair but the wholesales have also been good—eight bales of Sumatra being sold the other day. Charles Robinson, the salesman of the new firm, has been doing well on his trips through the state.

E. G. Freund, a member of Freund & Co., tobacco dealers of New York, was in town during the week.

Charles Hipple, of the firm of Hipple Bros., the leaf dealers on Arch street, returned from a trip through the state. He landed several important orders and is satisfied with the trip.

L. R. Eisenbrand, with L. Bamberger & Co., has returned from a trip through the state and reports fair sales and moderate business.

By July 1, L. Haeussermann & Sons, leaf dealers, will be in full possession of a new warehouse at 240 Arch street.

An announcement to the effect that their old warehouse at 23 North Third street, which was owned by Mr. Haeussermann, Sr., had been sold by him, came as a surprise, but having been offered a good price he decided to let it go and immediately set out to find new business quarters, which were quickly secured at 240 Arch street. Already the place is undergoing many changes and improvements, which when completed will make it one of the best adapted leaf houses in the city, with all the modern facilities for easily handling a large volume of trade.

The prevailing dull week did not effect the firm of Dohan & Taft. Orders and shipments have been good, owing partially to the efforts of two of their salesmen. T. J. Daly was in New York, from which place he sent in a number of good orders. L. S. Mueller was scouring Pennsylvania, where he secured some unusually good orders. This firm expects a steady trade all summer and does

not think that business will be dull until the new crop comes out, as some of the leaf dealers have stated. Their opinion is that binders will soon do a good business.

Frank Dominguez, of E. A. Calves & Co. will take a trip to Cuba early in September, to make a heavy purchase of the first showing of new Havana. Mr. Dominguez recently returned from Cuba where he purchased all the old Havana in sight. The firm reports a good trade in their leaf, but think that it would be useless to send to Cuba for further consignments until the new leaf has made its appearance.

H. H. Salomon, of the leaf dealing firm of G. Salomon & Brothers, New York, paid a visit to the Philadelphia trade during the week. This prosperous firm is doing a large business in this city.

K. Straus, of K. Straus & Co., had a return of complicated illness and was ordered to Atlantic City by his physician. Recently Mr. Straus spent a week at the shore and improved so rapidly that he returned to town to business. His present stay there is likely to be a longer one.

Hipple Bros. are among the few leaf dealers reporting a good business during the week. Fred Hipple has just made a trip through Lancaster and Berks counties, where he secured a number of new orders.

A lull in the local leaf trade struck the town, and a number of the dealers complained that orders were not up to the standard. For several weeks previous, however, these dealers reported a big increase in their output, and were unable to account for the change. Some expressed the belief that the manufacturers were temporarily overstocked with leaf material, while others held that the cigar-makers are waiting for the new stock to

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York
— THE TOBACCO WORLD —

put in its appearance. The latter opinion is ridiculed on the ground that but few manufacturers have such a heavy stock on hand, and that most of them will again purchase in a couple of weeks.

Among those who reported but an ordinary demand for leaf during the past week were L. Bamberger & Co., Loeb-Swartz Tobacco Company, M. Rosenberg & Co., Valenichik Bros., F. Eckerson & Co., and others.

Arthur Rosenberg, with H. Rosenberg, leaf dealer, of Water and Arch streets, took a trip through Pennsylvania during the past week, securing some good orders. Joseph Rosenberg is in the West, where he has been fairly successful securing new trade.

Broker M. Rosenstein is getting in a new stock of Connecticut wrapper. Sales are good but heavy in quantity. This dealer reports a fair demand for Havana leaf.

The Amsterdam Sumatra Company is doing well despite the prevailing dullness in trade. Active business is being done out in the State, while the city orders are slow coming in. A great many samples of Sumatra are out among prospective purchasers.

Young & Newman are offering a line of Little Dutch tobacco of 1903. Mr. Newman is out in Pennsylvania, and is sending in some orders of unexpected magnitude.

M. C. Meyers, with E. Spingarn, of New York, and who frequently visits the tobacco trade in Philadelphia, is at present in Canada.

L. P. Kimmig made a flying trip to New York city during the week.

D. Pareira has taken an extensive trip up the State, during which he hopes to arouse the mountaineer manufacturers enough to sell them some big leaf orders.

Among the Retail Trade.

H. Miller, is a new retail dealer, who is located at Sixteenth and Morris street.

John Winter last week pleaded guilty in the United States District Court of smuggling 400 cigars on March 30th last from on board the S. S. Masconoma, bound from Rotterdam to this port, and was sentenced to ninety days in the county prison from the date of commitment, March 31 last.

Bock & Co.'s new cigar stand under the Arcade Building, at the corner of Fifteenth and Market street, is handling choice brands of cigars.

As You Like It, a substantial looking cigar with a pretty box label is the latest banded by Godfrey S. Mahn, at his Arcade Mint store.

The cigar store of John P. Benson, on Fifteenth street near Chestnut, in making a specialty of the Manuel Sanchez cigars,

The biggest sellers at the store of the M. J. Dalton Cigar Company, Thirteenth and Chestnut streets, are La Sistena and Romantico. This store is handling two new brands of cigars—the El Stanela and Corona. They both contain the genuine goods and bid fair to become popular.

E. Bromall, of Thirteenth street below Chesnut, has a fair array on hand of General Custer and El Cubana cigars.

J. Bayuk, of Tenth street below Sansom, has a full line of Jeffersonian cigars at that store.

J. Smedley, of Filbert street near Fifteenth, reports a fair business, and a considerable demand for the Leda, Flor de Rucabado, Florina and Artistic cigars, which he handles.

Oblinger Bros., of Market street and Vesper fame, report a very good city business and an outside trade that is constantly on the mend.

F. W. Pfautz, of Ninth and Walnut streets, is making a feature of the Senator and Utrius cigars.

Robert Steele, the wealthy liquor and cigar dealer who recently met an untimely death by accident, left no will, but his widow and son were granted letters of administration upon the estate valued at \$100,000 and upward.

Allen's Napoleon Cigar.

Made by Channing Allen & Company.

A more than ordinarily active and progressive system of introducing cigars to the local trade was inaugurated when Channing Allen & Co. took up Allen's Napoleon 5 cent cigar in Philadelphia, and as a result of their enterprising efforts the cigars have been placed in hundreds of establishments where they have become one of the 5 cent variety of Philadelphia made goods, and to such an extent that it has become illustrious in the prominence which the goods have gained Mr. Channing Allen could justly boast of having done much during his business career towards advancing the industry, and these attainments are due largely to his energy of purpose. It is but one of several brands made by that firm, but it is the popular leader of the house, and the trade is assured that the goods will be kept well in the front by a maintenance of high standard in quality and style, and their vigorous energy also guarantees a widened field of operation.

Mr. Allen, the head of the house has long been regarded as scrupulous in principle and so energetic in character that the success of the firm's brands is in conformity with the good results that must follow well directed efforts in the manufacture and marketing of cigars, and it is a just reward of merit to have attained an enviable position in the trade of one of the most exacting constituencies to be found anywhere in the United States.

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF

UNION-MADE CIGARS

FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED

W. C. JACKSON

Manufacturer of

♦ Fine Cigars ♦

East Prospect, Pa.

Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

John McLaughlin.

J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

A. Z. SHERK, President.

E. L. NISSELY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898

Marietta, Pa.

Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders.

JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

— THE TOBACCO WORLD —

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
PITTSBURG, PA.
Goods Sold Direct to
Jobbers and Dealers.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana CIGARS
Hand-Made
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891.

Factory No. 3765.



JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Trade in Hustling Pittsburg

Stogie Manufacturers Have a Good Season. Factory Changes and Other Notes.

Pittsburg, Pa., June 27, 1904.
Alex. Jenkinson, of the R. & W. Jenkinson Co., has just returned to this city after a short visit among some of their trade. The Jenkinson factory is conceded to be among the very largest independent stogie factories in the United States. They are distributing a very unique advertising sign about Pittsburg and Allegheny, numbering about twenty. It is a large gold lettered owl sign with a clock in the centre. The clocks are operated by the Western Union Telegraph Co. The Owl cigars, for which they are the distributors, are selling extremely well in this section.

The Zeugschmidt Cigar Co. is making remarkably good progress since reentering the trade here this spring. There are now four brothers in the firm, Messrs. Albert D., Max D., Harry D. and Walter Zeugschmidt, every one of whom is just brim full of energy, making a quartette of active workers that is indeed hard to beat. Their office and salesroom at 710 Wylie street are scenes of constant activity.

The Western Cigar Co., which is conducted by J. E. Beggs, now located at 1004, 6 and 8 Penn avenue, will remove about July 15th, to Adams and Vermont streets, Allegheny City, where larger quarters and increased facilities will be at their command. Their trade is growing at a very steady rate and has outgrown the building which they have been occupying for the past eight years, and moreover the building has been sold. The new factory premises is a new two story brick structure, eighty by one hundred feet in dimensions.

The Duquesne Cigar Co., Inc., are offering to the trade an exquisite line of goods, including their Duquesne Tips, D. C., Blue Points, Conemaugh Cheroots, Indemnity Bond, and Grandpa Pit's smoke. They are using as a trade mark a reproduction of Old Fort Duquesne, which is an historic relic. Messrs. E. D. Trembly, president, W. L. Flagg, vice president, and C. D. Collins, general manager, are all very active men, and the business under their management is growing to wonderfully large proportions.

Geo. Steuernagle, 2103 Penn avenue, a tobie manufacturer and wholesale

dealer in tobaccos, who is the successor to the late A. Kirkpatrick, is also having a growing trade on his special brands, Dela Flora and Cuban Star stogies, which are sold direct to the jobbers and dealers.

The Allegheny trade is also quite brisk. At the Leonard Wagner factory, 707 Ohio street, 108 hands are finding steady employment. During the month of May he turned out the largest number of stogies ever manufactured in the history of that business, and June, although not yet quite out, bids fair to surpass even the month of May. He is manufacturing quite a large line, and makes a specialty of Wagner's Cuban Stogies, which are packed in octagonal shaped boxes, presenting quite an attractive appearance.

Fred Wagner, 804 Ohio street, is also one of the larger manufacturers in Allegheny, and has quite an extensive trade with the dealers both in Allegheny and Pittsburg, as well as at numerous points in other States.

Samuel Smith & Son, 112-14-16 East Jefferson street, Allegheny, are also enjoying a very steady trade. Their specialties are the Little Prince and East Jefferson brands of stogies, in addition to which they are also manufacturing a nice line of cigars.

Geo. Weber, 522 Second street, is doing quite nicely, and by his energetic efforts is extending his trade in a very satisfactory way. Mr. Weber is one of the more progressive manufacturers who have advanced themselves by personal efforts. He is deserving of the success which he is making with his business enterprise, and there is reason to believe that his business will grow to immense proportions.

The Crescent Cigar Co., 711 First avenue, Allegheny, has recently come under the management of F. L. Willson, who is operating with a good force of employees, numbering about forty. While to the casual observer the business would seem to be a very extensive one, he states that things are rather quiet just at present, as business has been somewhat affected by the lull in the steel and iron industry, but his goods have become so widely known that there is a demand for them nevertheless, and if energy and enterprise can be depended upon to accomplish anything, there is no doubt that Mr. Willson will secure a full measure of success.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

— THE TOBACCO WORLD —

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.

Located on Main Line
of Pennsylvania R. R.

**E. L. NISSLEY
& CO.**

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.



Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

1902 FINE FORCE-SWEATED Our Own
CONNECTICUT Packing

I. H. Weaver, Packer of
Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.


J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.

CHAS. TOLE & CO.
Packers of
Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.




**The Gilt Edge
Cigar Box Factory**
Is the Largest in Lancaster. Prices and Workmanship
will compare favorably with any in the State.
Cigar Boxes and Shipping Cases,
Labels, Edgings and Ribbons,
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.



AMERICAN EMPIRE

10 CENT




J. E. Spatz & Co.

MANUFACTURERS OF HAND MADE

Havana Cigars

FACTORY NO. 12
1ST DISTRICT, PA.

READING, PA.



EL VOLCANO

5 CENT

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff

High Grade Cigars
ROBESONIA, PA.

Factories: 26 and 517 **L. E. Ryder,** 9th District Penna.

Manufacturer of

.. CIGARS ..

For the Jobbing Trade Exclusively
LANCASTER, PA.

The Best Goods for the Least Money.
La Adelpia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**
Samples and Prices Sent to Responsible People.



GEO. F. NASH

P. G. SHAW
Manufacturer of

Fine and Medium CIGARS

Dallastown, Pa.

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

Special Brands: GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.

OUR LANCASTER LETTER.
(Concluded from page 11.)

ports Cigar Mfg. Co., at Manheim, returned from a western business trip last week, and is rather well pleased with the results of his work.

Leaf dealer J. Gust Zook, of this city, and Dr. John F. Mentzer, a member of the cigar manufacturing firm of A. W. Mentzer & Sons, at Ephrata, were among the delegates to attend the National Republican Convention at Chicago last week.

The residence of M. R. Hoffman, extensive leaf packer at Marietta, but who resides at Maytown, this county, was entered by thieves early last week, but no great amount of plunder was secured.

The cigar trade among Akron manufacturers is brightening up considerably with very few idle cigarmakers now remaining. There is also an almost daily increase in the number of visiting leaf men. C. F. Steiner has enlarged his cigar factory, and will be employing an additional force of cigarmakers as soon as completed.

R. D. Oberholtzer, of Bowmansville, left for a trip through the west, and will make a visit, among other places, to Chicago and St. Louis, where he already has considerable trade.

Reducing Acreage in York County.

The Small Prices Received for the 1903 Tobacco Cause Decrease in Area Planted This Year.

York, Pa., June 27, 1904.

The 1903 crop of leaf tobacco in this county has now been largely bought up, but growers say that the prices were so small that they were receiving no pay for the labor it entailed, and in consequence the acreage is being reduced this year.

In the Drunk Valley, which is regarded as producing the best leaf in the county, the 1903 acreage is more closely maintained than in any other section, notwithstanding that the crop of the entire county was none too satisfactory.

The cigar industry in some sections is improving steadily.

There were a large number of leaf men and others visiting the county during the past week, presumably in consequence of a reported improvement in the trade.

The cigar box manufacturing establishment which was organized at Windsor by Kohler & Tschop is getting quite a volume of business, and the factory will no doubt soon become a paying establishment.

A surprise party was tendered Chas. W. Snyder, a popular cigar manufacturer at Yoe, last week, by his employees and other friends. There was music, games and refreshments, and a thoroughly enjoyable evening was spent.

Factories Busy in Reading.

Trade Keeping Up in the Cigar and Tobacco Factories.—Trade Notes of Berks County.

Reading, Pa., June 27, 1904.

The cigar industry of this city is keeping up very well, and the larger factories continue to be busy.

C. M. Bealer, of Allentown, has started a cigar factory at 108 North Seventh street.

The machinery and fixtures of the Pennsylvania Tobacco Works have been sold at public auction, and the premises vacated.

Several tobacco manufacturers in this city are having a very fair trade. The Keystone Tobacco Co., in particular, has received during the past week several good sized orders, and is about to increase its working force. They are the manufacturers of the Union Butts, a chewing and smoking tobacco which has a phenomenal sale in this city, and the trade on this class of goods is also being extended to other places. The concern are extensive packers of various kinds of scrap tobaccos, supplying jobbing houses in different sections of the country.

They are making frequent shipments to Ohio and other points.

C. W. Potteiger returned a few days ago from attending the National Republican Convention at Chicago as an alternative delegate from Berks county.

Henry Rindskopf is now permanently located at 43 North Sixth street, the place having been completely changed for his requirements.

The trial in the suit of Frank Long, of Lebanon, trading as the Justice Cigar Factory, against the Lebanon National Bank for \$250,000 damages, came up in the Lebanon County Court last week, but

ended rather abruptly, the case having been non-suited. The plaintiff claimed that in 1896 he gave the bank a note for \$36,000 as collateral security for notes discounted by the bank, upon the understanding that the note should not be entered against him and execution issued so long as he continued to reduce his indebtedness, but that notwithstanding an agreement to this effect, he contended, execution had been issued in the face of a certain reduction of his indebtedness amounting to almost \$6,000, and that all his property was sold by the sheriff, wiping out his estate.

The Retailers' Meeting.

SEVERAL IMPORTANT RESOLUTIONS ADOPTED—THE ASSOCIATION DID NOT ADJOURN FOR THE SUMMER.

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, which was held last Thursday evening, was by far the most enthusiastic gathering that has yet occurred here.

An animated interest was taken by all in the entire proceedings and some lively discussions ensued. After the routine opening preliminaries had been concluded, reports from standing committees were called for. Chairman Boch was called upon for a report on the work done by the committee on all-day convention, and he announced that the committee in view of certain recent transpirations, deemed it best to make only the informal report of "progress," preferring not to fill a full and detailed report until certain important matters now in contemplation had been finally arranged. This explanation was accepted as satisfactory to the meeting.

Against Coupons and Trading Stamps.

Mr. Boek suggested the advisability of presenting to the next State Legislature a bill to prohibit trading stamps and coupons, and a resolution was put in formal shape without a dissenting voice. J. Harry Melleny, R. W. Boch and John Klindworth were appointed a committee to see that the matter was properly presented at the next session of the Legislature.

Trust Actions Criticized.

The recent action of the American Tobacco Company in endeavoring to compel jobbers and sub-jobbers to refuse to handle independent made goods in the line of plug cut and long cut tobaccos came in for a share of severe criticism and prolonged discussion. From the opinion expressed it was clear that the retailers did not take kindly to the new rule, and censured the jobbers for accepting the conditions without a more heroic struggle against the unfair edict. An announcement from Chairman Tuck to the effect that at least a few houses had refused to obey the mandate, was cheered lustily.

Engel's Advice.

A. D. Engel, a well known member of the trade, who conducts one of the finest cigar stores in this city, delivered some kindly advice to the members present, and mildly chastised those not present for their apparent lack of interest in their own welfare. He was of the opinion that it was up to the retailer to successfully fight the issue, for the reason that he was closest to the consumer, and that his influence could be made a powerful factor in determining the failure or success of the present monopolistic tendency in the trade. He deemed it urgently necessary to educate the dealers, many of whom seemed utterly ignorant of the grave danger which confronted them, and that this was augmented by the numerous establishments which were mere shops and not cigar and tobacco stores, and whose entire stock in trade represented no more in value than many a man's average weekly income should be. It, therefore, became necessary for the better class of dealers to more largely interest themselves in the smaller, with a view to elevating their standard by educating them as to their dire necessities, and to point out to them their shortcomings. He was heartily applauded.

A Resolution.

J. H. McHenry spoke along the same lines, and at the conclusion of his remarks offered the following resolution.



F. B. ROBERTSON.

which was unanimously adopted: Resolved, That the Retail Cigar and Tobacco Dealers' Association of Philadelphia pledge their earnest support and patronage on all lines to the jobbers and sub-jobbers of this city who will supply the retail dealers with tobacco, cigarettes, etc., manufactured by factories that are independent of the Trust.

Weidner's Philanthropy.

F. H. Weidner, while not a member of a family of that name widely known as magnates and philanthropists, is, however, somewhat philanthropic in his nature. With reference to needed increased membership Mr. Weidner stated that he had offered to pay the first fees for some of his neighboring dealers, if they would interest themselves in the association at least for a year, and become more familiar with its practical workings, but that his efforts had not produced the desired results.

During the course of the evening quite a few new members were enrolled, however, and everyone present pledged himself to try to bring along at least one prospective member at the next meeting.

Can't Recognize Union Label.

Chairman Tuck announced a request from John De Bray, secretary of the Blue Label League of Pennsylvania, asking permission for himself and possibly some other member of the league to address the association at some regular meeting regarding the union label and its advantages as a trust fighter, but the consensus of opinion was not favorable, and the secretary was consequently instructed to make formal acknowledgment of the request, but to state that the association had not acted favorably. It was known that Mr. F. B. Robertson had done some efficient work among labor organizations and he was called on to give his views on the matter.

Robertson Becomes Entertaining.

Mr. Robertson stated that during 1902 he had given smokers to 38 union meetings, representing about 17,000 union men, and distributed between 17,000 and

Choice of the Market

10¢

5¢

Manufactured by

JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of

High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs Engraving Embossing

H. S. SOUDER
MAKER OF

**CIGAR BOXES
CIGAR LABELS**

Telephone

SOUDERTON, PA.

Private Designs a Specialty Metal Printed Labels

GEO SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

CIGAR BOX LABELS AND TRIMMINGS.

MANUFACTURER OF ALL KINDS OF

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1153 Ridge Avenue, Phila.



PACKING HOUSES:
Janesville, Wis.
Milton, Albany.

Reading, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.



18,000 packages of Brotherhood cut plug tobacco as samples, the meetings ranging in attendance from 200 to 500, and that about 80 per cent, acknowledged the using of trust goods. He continued:

"While talking at a union meeting one of the members of that union asked me what my politics were. I did not answer him, when he said to me, 'You are ashamed of it.' During my talk, as I continued, I said to him, 'Now, my friend, I am going to ask you a question. Are you a union man?' He said, 'I am as good a union man as there is in this hall.' I left the platform, and going down to him, said, 'Do you smoke and chew tobacco?' He said, 'I do.' 'Will you show me the tobaccos you use?' He pulled out a plug of 'Toddy' tobacco and a paper of 'Sensation.' (Laughter).

"I returned to the platform and called the meeting to order and said, 'Gentlemen, I did not come here to make a laughing stock out of this man. I will put everyone of you in the same position if you are honest with me,' and I put it to a vote, naming certain tobaccos. I said, 'How many of you chew or smoke any of these brands that I have named? All those who do please raise your hands.' Eighty per cent out of about 300 raised their hands.

"While addressing a meeting at Coatesville I put the members of the union to a vote to find out how many were smoking and chewing such goods as I named, which were trust goods. I found out that 80 per cent. there were smoking and chewing trust goods. One man arose and said, 'I do not use trust goods. I use Duplex tobacco.' I said to him, 'My friend, that is trust goods.' He informed me that his dealer informed him that they were independent goods. He deliberately went to the window and threw out the package, and said, 'I will chew or smoke no trust goods.' Another man arose in the audience and said to me, 'Mr. Speaker, as soon as this meeting is over that man will go down and pick up that package, because he knows just where it fell.' (Laughter).

"I addressed a meeting of the Ironworkers' at Chester, over 400 present. While waiting to go on the platform one of the members attacked me outside and inquired if I was smoking a union cigar. I told him I was, when he asked me various other questions. I then turned and said to him, 'Let me see your hat?' That's a scab hat.' 'Yes, sir,' replied he. I then asked him to take off his coat and let me see it, when he said, 'My friend, everything I have on except my shoes are scab goods, but my shoes are union made.' I looked at his shoes and found that they were prison made shoes. During my discussion inside I had occasion to refer to the incident which occurred outside, when an old gentleman from the back part of the room came forward to the platform and asked me if the man was in the hall, to which I replied that he was. He said to me, 'Will you please point him out?' I did so. He then said, 'Mr. Speaker, you are the best guesser that ever came to Chester. That man who you said had on prison made shoes standing over yonder came out of prison two days ago, and the county gave him those shoes.' (Prolonged laughter).

Mr. Wilcox, a newcomer in the trade

here, having been formerly located in the West, also made a few remarks that were timely and effective.

The question of adjourning for the summer months was then brought up, but in view of the increased enthusiasm which prevailed it was decided to continue the monthly gatherings, and the meeting was adjourned until the fourth Thursday evening in July.

Trade-Mark Register.

GENERAL TADENSZ KOSCINSZKO. 14,492

For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 13, 1904, at 9 a m, by L. A. Hillersohn, Wilmington, Del.

COL. MARTINDALE. 14,493

For cigars. Registered June 15, 1904, at 9 a m, by S. W. Hoover, Martindale, Pa.

AMERICA'S CUP. 14,494

For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 15, 1904, at 3 p m, by F. H. Beltz, Schwenksville, Pa.

MOGA. 14,495

For cigars. Registered June 16, 1904, at 9 a m, by Harry Rossman, Lancaster, Pa.

THE NIGHT BIRD. 14,496

For cigars. Registered June 17, 1904, at 9 a m, by A. P. Snauder, Ephrata, Pa.

OUR NICKEL TWINS. 14,497

For cigars. Registered June 17, 1904, at 9 a m, by F. M. Meads, Windsor, Pa.

MYLO. 14,498

For cigars. Registered June 17, 1904, at 9 a m, by B. A. Haines, Wilmington, Del.

NORTH EASTERN DEMOCRATIC ASSOCIATION. 14,499

For cigars. Registered June 18, 1904, at 9 a m, by W. H. Willwerth, Reading, Pa.

STROPKO. 14,500

For cigars. Registered June 18, 1904, at 9 a m, by Stern Bros., Philadelphia, Pa.

SHACKAMAXON. 14,501

For chewing and smoking tobacco. Registered June 20, 1904, at 9 a m, by Crabtree Bros. & Co., Philadelphia, Pa.

DIAMOND DICK. 14,502

For cigars and cheroots. Registered June 20, 1904, at 9 a m, by The Keystone Cheroot Co., Hanover, Pa.

THE CO. 14,503

For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 21, 1904, at 2 p m, by J. Mahlon Barnes Co., Philadelphia, Pa.

SEARCHES.

Blue Ridge, Milo, Red Raven, Welcome, La Madelina, Veldora, Golden Rod, Eldorado.

\$145,000 GIVEN AWAY!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand (\$145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000	in cash	\$25,000
To the next	1 person	estimating nearest,	10,000	in cash	10,000
To the next	1 person	estimating nearest,	5,000	in cash	5,000
To the next	2 persons	estimating nearest,	2,500 each,	in cash	5,000
To the next	10 persons	estimating nearest,	1,000 each,	in cash	10,000
To the next	20 persons	estimating nearest,	500 each,	in cash	10,000
To the next	20 persons	estimating nearest,	250 each,	in cash	5,000
To the next	100 persons	estimating nearest,	100 each,	in cash	10,000
To the next	200 persons	estimating nearest,	50 each,	in cash	10,000
To the next	500 persons	estimating nearest,	25 each,	in cash	12,500
To the next	1,000 persons	estimating nearest,	10 each,	in cash	10,000
To the next	4,000 persons	estimating nearest,	5 each,	in cash	20,000
To the next	5,000 persons	estimating nearest,	2 50 each,	in cash	12,500

10,855 Awards, aggregating \$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J. BRYAN	(Democrat-Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,914
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti-Fusion People's Party)	50,317
JOSEPH F. MALLONEY	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SETH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (1/2) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,

Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, **MUST BE ADDRESSED TO THE**

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. 12 S. George St., York, Pa.
Bell, No. 1873.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers
in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day.

Established 1876.

Established 1870

Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

STAUFFER BROS. MFG. CO.

New Holland, Pa.



No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

Trade in Atlantic City.

Atlantic City, N. J., June 27, 1904.

The trade here has now opened in real earnest, it seems, and an average good season is confidently expected. The influx of visitors is steadily increasing, and the retail dealers' trade is correspondingly better.

The throngs of visitors who attended the Jubilee celebrations have lingered—to the traders' benefit, and there are at least two arrivals for every departure recorded. The regular season cottagers are pretty well all here, and all these conditions have had a good effect upon the daily receipts of the traders, cigar-men included.

Harris Bros., the cigar and tobacco jobbers, are doing a large and active business, which keeps Al. Harris closely confined to the store, while his brother George makes regular visits among the trade, frequently returning, after three or four hours' work, with from forty to sixty orders. They keep three delivery wagons constantly busy delivering cigars and tobacco. They are the local distributors for the "Cinco" cigars, and handled last year about three millions of them, but they hope to beat that record this year.

F. B. Robertson, of Philadelphia, recently spent a couple of days in this city. He is the factory representative for the "Match It" cheroots, and did some very effective work while here. On Friday of Jubilee Week he had a specially decorated wagon traversing the streets, which was a good ad., and on Saturday he conducted a demonstration at Harris Bros.' store, from 8 a. m. to 12 p. m., and distributed 1,400 free samples of "Match-It" cheroots.

Philip McGahn, jobber, on Pennsylvania avenue, is the local distributor for Robert Klee's Philadelphia-made cigars, and has a good trade on them.

Andrew Jacoby, also on Pennsylvania avenue, who is one of the oldest jobbers here, is also having a good run of trade.

John Brooks, who is another of our old timers, tells me that his trade is quite good now.

Ed. Kinkey, on Atlantic avenue, is also doing a prosperous business.

Isaac Brooks, on Pennsylvania avenue, who was formerly in the jobbing business in Philadelphia, has a nice retail business.

The Turko-American Tobacco Company, cigarette manufacturers, of New York, had a representative here last

week, and he succeeded in placing their goods in a large number of places.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

In our last letter we spoke of the good progress that had been made in transplanting the new crop of tobacco. We did make good headway at the start, but the cold winds that came in the early part of last week seemed to check the rapid growth of the plants, and from that time to now plants have not grown as fast as we should have liked, and the dark green has faded in some cases to many shades of green, until now the plants in many cases resembles a canary green, both in the beds and in the fields.

With the weather we are getting now, the color will probably be regained rapidly. For all of that I always hate to see this yellowish green hit a crop just starting off in the spring; since I believe it is with tobacco (or corn) as it is with the animal kingdom or the human species. We may, in a measure, recover after a setback, but we never can quite come back to the condition which we had enjoyed before the illness, or the condition we should have enjoyed had not disease overtaken us or the plants. Still the tobacco crop may recover to an extent that the setback may never be noticed by ordinary observance. The bulk of the crop is already set, and is not looking so bad as to discourage the growers to any great extent. Their anxiety need not be great, for the new set plants have a good stand, with not many missing, a small box of plants stocking over quite a large piece.

The situation remains as predicted by this writer in a former letter, that he didn't expect to hear of a sale of tobacco (by the grower) for some time to come. Somehow or other, it is too hot for the buyer to travel around, or the grower is too busy to show the goods, I hardly know which, but hardly ever heard of so many sales in June or July. Later, when the tobacco has passed through the sweat, we may expect to see it begin to move off.

Our correspondents' reports are few and far between; and I can hear of no sales. The conditions elsewhere in the valley appear to be about the same as at this place, setting and hoeing being the order of the day. It is so at least from Northampton to Deerfield, and the farmers are all busy setting.—Am. Cultivator.



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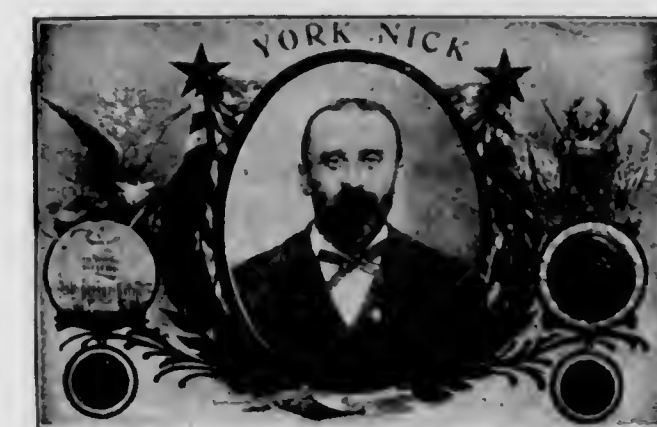
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EDGERTON, WIS.

While the amount of riding in country districts has fallen off somewhat, the movement is going on. The American Cigar Co. are the most active buyers now in the field and their agents are picking up a good deal of tobacco in the aggregate. The amount left in the country hands is becoming pretty well reduced to scattering lots. Some of the sales coming to notice are the following:

Steve Haight, 61cs at 8, 5 and 3c.
A. Asleson, 47cs at 7 1/2 c asst.
H. Vinegar 7a at 7c asst.
C. Bosbon, 4a at 7 1/2 and 2 1/2 c asst.
G. M. Nichols, 10cs at 6 1/2 and 2c.
A. Hoffman, 15cs at 6 and 2c.
E. T. Rockney, 35cs at 6 1/2 and 3c.
J. Venaas, 25cs at 6 and 1c bl.
Wm. Berge, 20cs at 6 and 2c.
O. E. Smithback, 26cs at 8 and 2c.
Phil Hoffman, 47cs at 8 and 1c.
J. C. Marsden, 24cs '01 at 9, 6 and 2c.
A. Thronson, 55cs at 6c.
C. L. Holton, 46cs at 8 1/2 and 3c.
J. J. Rue, 51cs at 7 1/2, 3 and 1c.
A. S. Bailey, 21cs at 5c.
G. O. Gullickson, 54cs at 8, 3 and 1c.
S. Severson, 20cs at 8 and 1c.

The Bamberger firm is said to have closed a deal for the purchase of two packings of Vernon county 1903 goods, the Boscobel packing of Bekkedal and Viroqua packing of Eckhart.

The planting of the new crop is being pushed forward as rapidly as weather conditions will permit, though it is doubtful if over half the intended acreage is yet out. A fine rain Monday succeeded by cool days has favored a good stand in the fields.

Shipments, 300 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Seasonable weather facilitated handling and receipts were good, both loose and hogshead tobacco. Loose sales quite large—Lugs, 2 1/2 to 4c; Leaf, 3 1/2 to 7 1/2 c. About one-third of the crop remains in planters' hands. Hogshead movement was liberal in receipts and sales. The quality is fair to good, with a large part of light color and light body—very much

like Virginia tobacco, and well suited for manufacturing plug, smoking, twist and fine cut.

Lugs—Low, 3 to 3 1/2 c; Common, 3 1/2 to 3 3/4 c; Medium, 3 3/4 to 4 1/4 c; Good, 4 1/4 to 4 3/4 c.

Leaf—Low, 4 to 4 1/2 c; Common, 4 1/2 to 5 1/4 c; Medium, 6 to 6 3/4 c; Good, 7 to 8 1/2 c. Wrappers, 9 to 12c.

Receipts for the week, 800 hhd.; for the year, 5,425 hhd. Sales for the week, 630 hhd.; for the year, 3,501 hhd.; Public Offerings, 233 hhd.; Rejections, 33.

The crop is all set, and is estimated at 50 to 60 per cent of the usual planting.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 741 hhd.; offerings on the breaks, 494 hhd.; public and private sales, 566 hhd.

Finer grades appeared in the offerings for which there was a strong demand, and good to fine spinners and cigar wrappers were again irregularly 1/4 to 1/2 cent higher. All other sorts were quiet and unchanged.

Shipments are going out freely to the Southern as well as to the Atlantic ports.

The receipts of loose tobacco continue full, and barns are being steadily emptied.

We had good showers from the 19th to the 23d insts., giving planting seasons where they fell, and the whole crop may now be considered in the field with a good general stand, but planted two or three weeks later than usual.

QUOTATIONS:

Low Lugs	\$3.50 to \$3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

—Articles of incorporation have been filed by the Portland (Or.) Cigar Co., J. A. Whitman, J. M. Nickum, T. A. Thomas, A. C. Mourey and A. N. Willis being the incorporators. The object of the corporation is to manufacture and sell cigars and tobacco, and the principal office will be at Portland. Capital, \$30,000.

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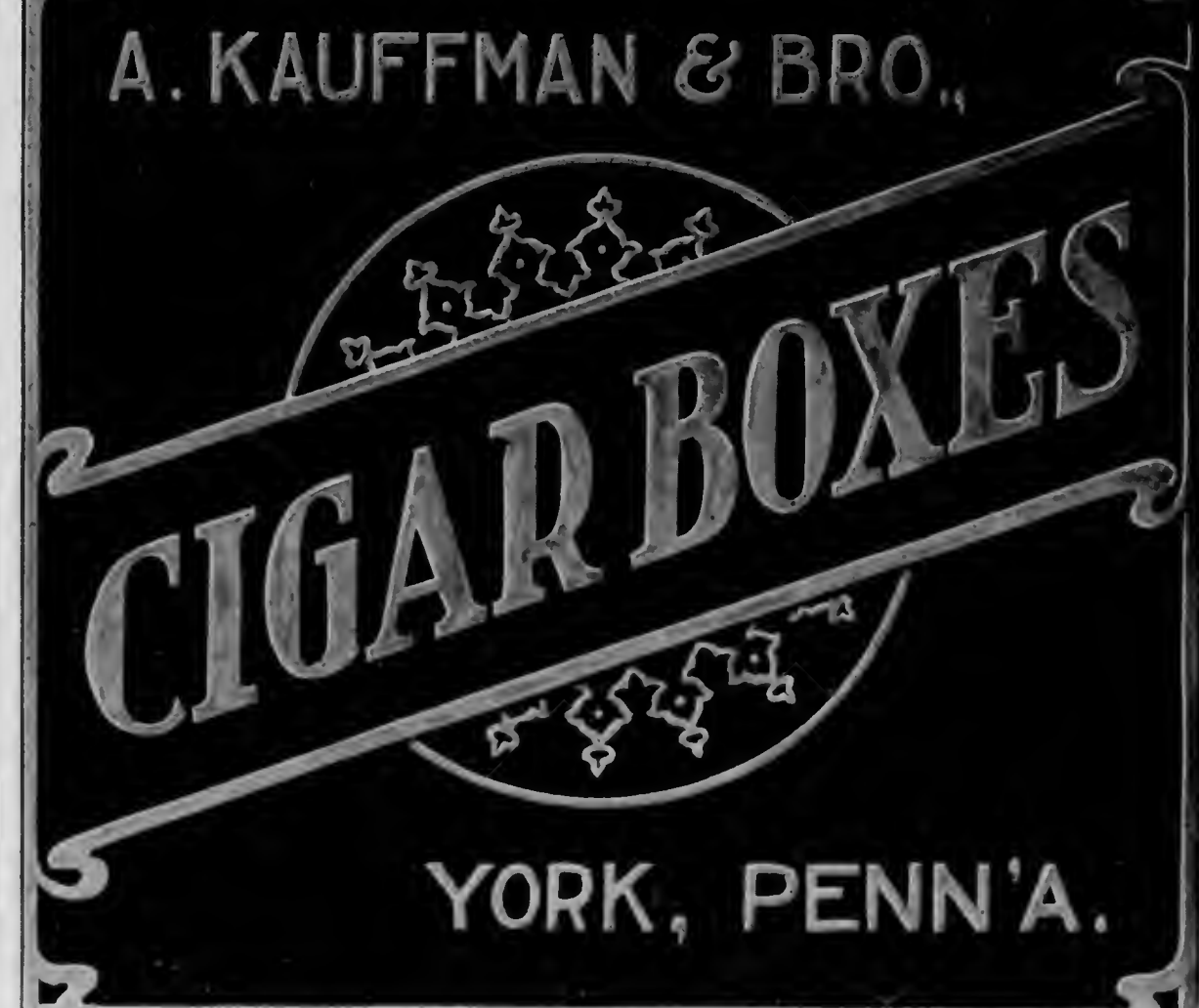
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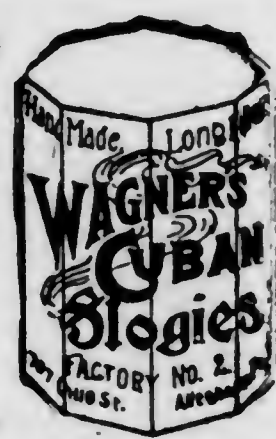
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Florida

Palatka—El Perfecto Cigar Mfg. Co.
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Georgia

Valdosta—Rodriguez Cigar Co., cigar
mfrs., sold out.

Indiana

Indianapolis—Percival Levy, leaf to-
bacco, called meeting of creditors.

Lafayette—John Hack, cigars, sold out.

Topeka—E. C. Garmier & Co., cigar
mfrs., sold out.

Iowa

Des Moines—David Siegel, cigars,
transferred business.

Marshalltown—Louis Probst, cigar
mfr., dead.

Maine

Bangor—Walter S. Allen, cigar mfr.,
damaged by fire; insured.

Massachusetts

Boston—John Troy, cigars, chattel
mtge., \$375, discharged.

Michigan

Detroit—Ada Omans, cigars, etc., chat-
tel mtge., \$500.

New Hampshire

Manchester—Albert A. Johnson, of the
Sheridan Cigar Co. (not inc.), mfrs., dead.

New Jersey

Hoboken—Carl Schluter, tobacco and
cigars, dead.

New York

Amsterdam—Interurban Cigar Co.,
closed on execution.

Patchogue—W. H. Newins, cigars, out
of business.

Rochester—Jacobstein Bros., leaf to-
bacco, petition in bankruptcy.

Tennessee

Memphis—A. Pontius, cigar mfrs.,
real estate mtge., \$1,250.

Washington

Kennewick—H. A. Hover, cigars, etc.,
deed, \$1,050.

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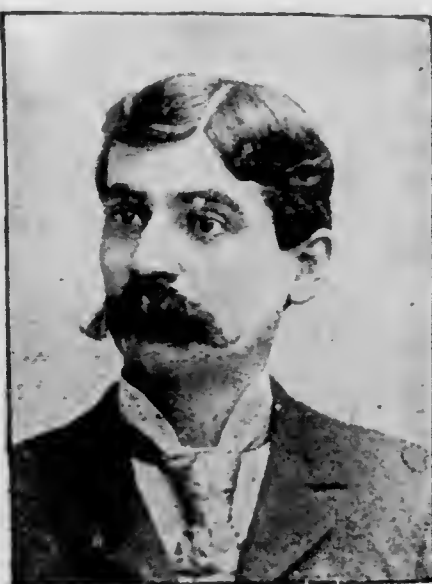
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